The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, JULY 3, 1930



Inspection Service - - - The Growth of A National Institution

An Advertisement of
The Hooper-Holmes Bureau, Inc.
New York

Thirty-one years has seen the growth of The Hooper-Holmes Bureau from a modest room in Nassau Street, New York, to a nationwide service organization with offices in all important centers of trade and population, in nearly every state and in the Dominion of Canada. These years of courage, study and painstaking development have born fruit a hundredfold so that today there stands at the beck and call of the Insurance Business a national institution devoted to the serving of all Inspection needs.

The integrity of the institution, and its efficiency, is reflected in the confidence placed in it by thousands of customers. There is no subscription price, yet year after year scores of customers not only have continued but extended their use of this service.

At office points are corps of trained men with carefully cultivated informants and sources of information, supervised by Managers of proved ability and district Supervisers of long experience. At important centers are capable salaried Inspectors, thoroughly grounded in Inspection methods and fully acquainted with their communities. And supplementing all these are countless trained Correspondents, located in the smaller communities. All stand ready to lend their knowledge of local conditions, their informant contacts and their Inspection experience to the making of conscientious,

Inspection experience to the making of conscientious, confidential, concise Inspection Reports. An order slip puts them to work.

The stars on the map indicate the points at which are maintained fully equipped branch offices of record, prepared to make Inspection Reports of all types with speed and efficiency.

Entablished 1899



FRANCE might still be an EMPIRE

... If the Diamond Necklace—worth a King's ransom, and intended for Marie Antoinette—had been insured! For, when the priceless jewels were stolen from Cardinal de Rohan, the Parisian jewelers could seek payment only from Marie Antoinette. And her decision to arrest and try de Rohan resulted in a wave of popular resentment which fanned the flame of Revolution to white heat.

In this modern age, FULL PROTECTION for valuable jewels, furs, objects of art, personal effects, and other items may be obtained easily. Agents of the Fireman's Fund fleet sell All Risks policies with unbounded confidence.

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... and affiliated companies:

HOME FIRE & MARINE INSURANCE COMPANY, OCCIDENTAL INSURANCE COMPANY and on the Pacific Coast the OCCIDENTAL INDEMNITY COMPANY

Fire-Marine-Automobile

SAN FRANCISCO

NEW YORK

CHICAGO

BOSTON

ATLANTA

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ALLEMANNIA FIRE

Insurance Company

Pittsburgh, Pa.

Incorporated 1868

CITY

Insurance Company

of Sunbury, Pa.

Incorporated 1870

WESTERN

Assurance Company

of Toronto, Canada

Incorporated 1851

UNITED STATES FIRE

Insurance Company

of New York

Incorporated 1824

CRUM & FORSTER

MANAGERS

110 William St.

New York City

NORTH RIVER

Insurance Company

of New York

Incorporated 1822

WESTCHESTER

Fire Insurance Company

of New York

Incorporated 1837

DEPARTMENT OFFICES

Western Dept. FREEPORT, ILL. Southern Dept. ATLANTA, GA.

Pacific Dept. SAN FRANCISCO, CAL. Carolinas Dept. DURHAM, N. C.

Allegheny Dept. PITTSBURGH, PA.

BRITISH AMERICA

Assurance Company

Toronto, Canada

Incorporated 1833

UNION FIRE

Insurance Company

of Buffalo, N. Y.

Incorporated 1874

RICHMOND

Insurance Company

of New York

Incorporated 1907

METROPOLITAN FIRE

Insurance Company

of Chicago, Ill.

Incorporated 1903

TRANSPORTATION

Insurance Company

of New York

Incorporated 1927

UNITED STATES

Merchants & Shippers

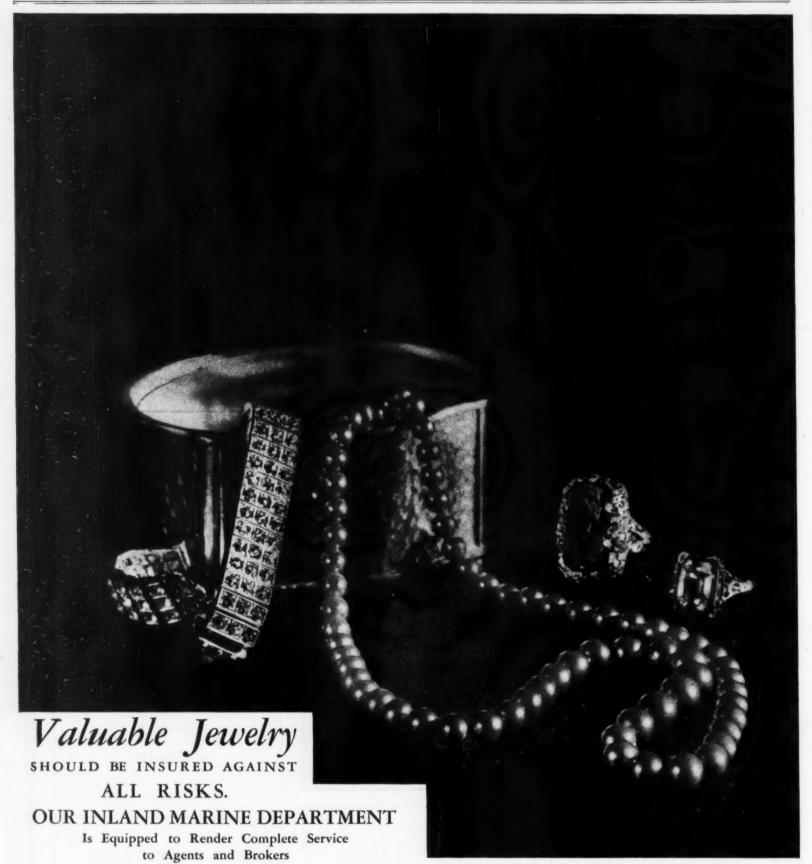
Insurance Company

of New York

Incorporated 1866

NEW YORK STATE

of Albany, N. Y.



SPRINGFIELD FIRE AND MARINE INSURANCE COMPANY SPRINGFIELD, MASSACHUSETTS, U. S. A.

GEORGE G. BULKLEY, President

Western Department HARDING & LININGER, Managers Chicago

Affiliations
Constitution Underwriters Department
Springfield, Mass.
Sentinel Fire Insurance Company
Springfield, Mass.

Pacific Department GEORGE W. DORNIN, Manager San Francisco

Affiliations
Michigan Fire & Marine Insurance Company
Detroit, Michigan
New England Fire Insurance Company
Pittsfield, Mass.

The National Underwriter

Thirty-Fourth Year No. 27

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, JULY 3, 1930

\$4.00 Per Year, 20 Cents a Copy

"Cease Drilling," **National Board**

Memorial Asks Riddance of Oil Wells in Oklahoma City

AGENTS ISSUE PROTEST

Challenge Statement of Companies on Wind Record, Liability Involved and Gas Pressure

In a memorial addressed to public officials, civic organizations and newspapers the National Board calls for the abolition of oil well drilling within the corporate limits of Oklahoma City Decision to make this request was reached at the conference in New York last week of western managers and eastern executives under the auspices of the National Board.

Copies of the memorial were delivered to Mayor Walter C. Dean, City Manager E. M. Fry and to nearly 50 civic organizations in Oklahoma City. In addition the memorial was reproduced as an advertisement in Oklahoma City newspapers under the caption "A Public Letter."

After emphasizing the hazard of oil

After emphasizing the hazard of our drilling in Oklahoma City, the National Board declares that only by prohibiting drilling within the city will the danger of conflagration be minimized.

Conditions Are Changed

"The discovery and development of the oil fields adjacent to and encroaching within the city limits," the resolution which was signed by General Manager W. E. Mallalieu states, "has changed conditions which formerly existed in regard to the potential fire hazard of Oklahoma City. Oil wells are being drilled and locations have been granted so close to the built-up portion of the city, including the principal mercantile district, that should one of them get out of control the oil spray and acget out of control the oil spray and ac-companying enormous volume of gas might readily with the prevailing sea-sonal direction of the winds, spread over the larger portion of the city, caus-

over the larger portion of the city, causing fires of such extent that a conflagration would develop which your normally, adequate and efficient water supply and fire department would be powerless to control.

"The National Board of Fire Underwriters, established in 1866," the statement continues, "is a voluntary association of 252 stock fire insurance companies having for one of its principal purposes the safe-guarding of life and property. It maintains a staff of engineers, who are constantly working in the various large cities throughout the country in an effort to improve conditions by the establishment of adequate fire fighting facilities, improved construction and safeguarding of unusual hazards.

(CONTINUED ON PAGE 12)

William L. Lerch Is Named Grain Association Manager

RESIGNS POST WITH ROYAL

Fills Vacancy Created by Retirement of E. T. Wigton, Who Left on Advice of Doctor

William L. Lerch, deputy western manager Royal, has accepted appointment as manager and attorney of the Underwriters Grain Association. On Aug. 1, when the western department of the Royal is moved to New York, Mr. Lerch will assume his new office.

Mr. Lerch will assume his new office.

The executive committee decided on the appointment of Mr. Lerch after receiving the resignation of E. T. Wigton, who has been manager Underwriters Grain Association since its inception in 1918. Mr. Wigton, who has been inactive for several weeks because of a heart disorder, tendered his resig-nation on the advice of physicians. At the same time something of a re-

organization of the grain association occurred. At a meeting of the subscribers it was decided to abolish the advisory committee, which has been the governing group, and to substitute an executive committee, W. B. Flickinger, assistant manager North America, ger, assistant manager North America, who has been chairman advisory committee, is the new chairman executive committee. Other members of the newly created committee are W. N. Achenbach, western manager Aetna; A. F. Powrie, western manager Fire Association; John F. Stafford, western manager Sun; Herbert A. Clark, western manager Firemen's; B. M. Culver, secretary America Fore, and Lyman Candee, first vice-president Globe & Rutgers.

The first business of the executive committee was the election of Mr. Lerch and the appointment of C. F. Thomas, manager Western Under-writers Association and F. C. Schad, manager Western Insurance Bureau, as

manager Western Insurance Bureau, as attorneys for the grain association.

At the meeting of subscribers Mr. Flickinger delivered an extensive report on the history of the grain association. He declared that the loss ratio has been satisfactory and that the value of expert and frequent inspection and the close follow up of the inspectors' recommendations has been demonstrated. strated.

Mr. Lerch's History

Mr. Lerch is retiring from the Royal Mr. Lerch is retiring from the Royal after more than four years' service. Before Dec. 1925, Mr. Lerch had been in the employ of the Great American since 1888. He entered the western department of the Great American under Eugene Cary in the accounts department and from 1891-1896 was the loss clerk. and from 1891-1896 was the loss clerk. He then entered the underwriting department, becoming examiner. From 1899 to 1903 he was chief examiner and chief clerk, while from 1903 to 1916 he was second assistant manager. From 1916 to 1921 he was joint manager with John C. Ingram.

On the death of Mr. Ingram he became manager of the department under Vice-President Charles R. Street.

Members of the Grain Association expressed the greatest gratification at

Confusion Arises Over Inland Marine Charges

NO STANDARD SCHEDULE USED

Rates Are Quoted Individually by Companies But Are Frequently Cut by Others

NEW YORK, July 2.-Much confu-NEW YORK, July 2.—Much contu-sion is found among companies with regard to rates on various inland ma-rine coverages. There is no standard schedule of rates and each company therefore is making its own figures. This results in bidding against one another. results in bidding against one another. It is difficult to quote a rate and know that it will stand. Someone else comes by, cuts a rate, gives five points and then starts a skirmish of cross-fire bidding.

Few Classes Are Stable

On personal effects, jewelry and fur On personal effects, jewelry and fur floaters the market is quite stable and rates are not cut. This is a class of business where moral hazard shows itself and careful selection must be made. Companies have been hit hard on floaters of this character. When it comes to the other inland marine classes the man who makes the rates must not only be a good guesser, but must not only be a good guesser but he must be able to get his rates geared low enough so that the business will obtained.

The situation becomes more acute

The situation becomes more acute because of the big drive for inland marine business. There are more companies after it than ever. A number of companies that have dabbled in this department now have full fledged facilities and are seeking all the business they can get. This seems to be the line of least resistance so far as production is concerned. Special men have been assigned to this department with instructions to go out and get the busiinstructions to go out and get the business. The entire situation is most un-

Companies Courageous in the Missouri Issue

Ralph B. Ives, president of the Aetna, presided at the meeting of company ex-ecutives in New York last week to discuss the Missouri situation. At its

cuss the Missouri situation. At its conclusion attendants were at one in declaring satisfaction over the decision to resist further encroachment on the companies by the Missouri authorities. They agreed the state has been a trouble center for fire underwriters for many years and that henceforward a strong and united front should be presented to all unjust measures. Any weakening in present litigation, it was strong and united front should be pre-sented to all unjust measures. Any weakening in present litigation, it was felt, would be a standing invitation to other states to bear down further upon the companies and would mean their eventual elimination from business.

Many Matters Up for Debate

Agents' Executive Committee to Hold Meeting in Chicago, July 25-26

WILL CONSIDER LETTER

Communication to Companies on Non-Policy-Writers Chief Matter Set for Discussion

NEW YORK, July 2.-An announcement by the National Association of Insurance Agents states that while it has already gone on record as opposing non-policy-writing agents, the first question to be taken up by the executive committee at its gathering in Chicago July 25-26, will be the proposed letter to companies upon the subject, prepared by executive officers and made public by Chairman Percy H. Goodwin in his address before the New York State association last May. The meeting will be held at the Edgewater Beach hotel.

It is proposed to address all com-panies requesting the discontinuance of all non-policy-writing agents now in force by July 1, 1931, with assurance that no new appointments of this type will be made in the meantime.

Members Still "At Sea"

Regarding activities of the Interstate Underwriters Board, the association states that so wide a variety of reports upon the subject has been received that most of the members are "still at sea about the proposition."

"The agents of the small towns can-not fail to be dissatisfied with no more than the 5 percent overriding commison business they formerly wrote, on which they received full com-sions," the association states. missions

"On the other hand, agents in head-quarters towns are finding it impossible quarters fowns are mining it impossible to service this type of multiple location business at 10 percent commission. As originally designed, the board's purpose was to fix agents' commissions at not more than 15 percent, which probably did not contemplate a division with anyone

Gives History of Problems

"Then arose the overhead writing principle of the National association, and agents insisted on this recognition and the payment of an overriding commis-sion on the properties in the agents' territory. Thereupon, some companies de-clared they would have to pay the 5 percent to the resident agent out of the producing agent's commission, thereby reducing the latter to a 10 percent basis.

"Since the Interstate board has shown an apparent willingness to operate in accordance with agency principles, and to make such changes in its rulings as to enable it to do so, some of the Na-tional association's official family are of the opinion that the board may be induced to restore the 15 percent com-

(CONTINUED ON PAGE 15)

Dallas Meeting Is Taking Shape

National Association Executive Committee to Complete Plans at Chicago

FEATURE DISCUSSIONS

Theme "What's Ahead for Insurance" Is Selected for Annual Convention of Agents

NEW YORK, July 2.-Final plans for the Dallas annual convention program of the National Association of Insurance Agents, Oct. 7-10, will be considered by the executive committee at Chicago, July 25-26.

The committee also will give attention to the non-policy-writing agency evil, operations of the Interstate Underwriters Board, "a sweep-up" of the recent hearings before the acquisition cost committee of the National Convention of Insurance Commissioners at Chicago, and general trends in insurance, particu-larly as affecting or likely to concern local representatives.

Theme Is "What's Ahead"

The program for the Dallas conven-tion will be built about the central theme "What's Ahead for Insurance," and all addresses and topics slated for discussion will be of a forward looking

character.

Because of disturbed business conditions and development of the chain system in numerous lines, it is probable that the convention, except for formal sessions, will resolve itself into a series of group conferences. So well received were the luncheon conferences at the Detroit gathering last year, it is certain they will be repeated at Dallas. In addition, it is intended to hold a number of breakfast conferences of local board and state officers.

Early Executive Sessions

As in former years, the executive committee will meet each of the two days preceding the regular sessions, while special conferences of state officers are scheduled, as is also the customary get-together dinner.

tomary get-together dinner.

It is assured that a long session will be devoted to consideration of the proposed constitution, which according to a resolution adopted at Detroit, was to be voted on finally at the 1930 convention. The revision of the old constitution after its completion by a special committee, of which George J. Lieber of Detroit is chairman, was referred to the executive committee, which will make its recommendations to the convention. vention.

Plan Post-Convention Tour

The convention committee, of which R. W. Thompson is chairman, has its work well in hand. A post-convention tour is being arranged by the Missouri, Kansas & Texas railway through the Rio Grande valley to San Antonio, Edinburg, Brownsville, Houston and Galveston. Special rates will be made for the trip, which will include side excursions through the most attractive parts of the state.

Defers New York Appointment

Governor Roosevelt of New York will not name the new insurance superin-tendent in his state to succeed Albert Conway until he returns from Salt Lake City. Mr. Conway has retired to become county judge of Kings county. F. P. Ward, second deputy superintendent, is acting superintendent until the appointment of the problem. ment is made.

One Reason for Shuddering



Sinclair Oil Company "Vencl" No. 6 in Oklahoma City field. Master gates cut by sand which prevented shutting well in until new gates were installed two

Confirms Interpretation of Illinois Department

The Illinois department has always The Illinois department has always interpreted the law regarding capital stock of outside companies to the effect that the capital must be fully paid up before a company can be licensed in the state. This is the law applying to domestic companies and the department has construed it as relating to foreign companies. The attorney general has confirmed this ruling of the department in an opinion as of June 26.

Hold South Dakota Fire School

MINNEAPOLIS, July 2.—Sanford Herberg of the General Inspection Bureau, Minneapolis, spoke at the first annual fire school held at Madison, S. D., and attended by over 400 firemen. The school was made possible through the efforts of Commissioner D. C. Lewis. The staff of lecturers included Engineer Rathbun of the National Board, Chicago; John Thompson of the St. Paul insur-John Thompson of the St. Paul insur-ance patrol; Henry Walker, deputy state fire marshal. Next year's school will fire marshal. Next year's school will be held at Huron, S. D.

Plan Meet of Eight Bureau Field Clubs at Okoboji, Ia.

Following the plan for regional round-ups of field men, which was started at Lake Wawasee, Ind., with a joint meet-ing of seven Bureau field clubs, the Western Insurance Bureau has ar-ranged for a collective meeting of eight field organizations at Lake Okoboji, Ia., July 16-17. The state Bureau field clubs to be represented are Iowa, Kansas, Missouri, Minnesota, Nebraska, North and South Dakota and Oklahoma. The Western Insurance Bureau has jurisdiction in 18 states, so after the

jurisdiction in 18 states, so after the Okoboji session all but three state field clubs will have convened. The same procedure will be followed at Lake Okoboji as at Lake Wawasee, with individual clubs conducting separate meetings, after which a joint meeting will be held

Most of the company executives and the department heads who attended the Wawasee meeting have indicated that they will visit Okoboji.

President E. E. Cole of the National Union Fire of Pittsburgh was at the Chicago office this week.

CONDENSED NEWS OF WEEK

National Board urges cessation of oil drilling in corporate limits of Oklahoma City. Page 3

Executive committee of National Association of Insurance Agents to consider several matters, including non-policy-writing letter to companies, at Chicago meeting, July 25-26.

Page 3

meeting, July 25-26. Page 3

* * *

Plans for Dallas annual convention of
National Association of Insurance
Agents taking shape.

* * *

Much confusion exists as to inland marine rates.

C. E. Hayne was elected president of the Wisconsin Fire Underwriters Asso-clation at its annual meeting. Page 6

* * *
Galaxy of company, state and local
gency speaking talent offered at Breton Woods convention of New England
gents.
Page 8

agents. * * *

Plans announced for merger of the Reinsurance of America and other subsidiaries of the American Phenix Corporation with the American Reserve.

Annual meeting of Minnesota Fire Underwriters Association was held last week at Alexandria, Minn.

Page 6

* * *

Fred D. Silber tells purposes of Western Insurance Bureau at joint meeting of Bureau field clubs.

Page 10

William L. Lerch, deputy western manager Royal, is elected manager Un-derwriters Grain Association, to succeed E. T. Wigton, resigned because of ill health. Page 3

Fire premiums show material decrease for the first part of the year. Page 4

* * *

Heavy insurance loss sustained in Chicago airport fire. Page 5

Kentucky field meetings held at Crab Orchard Springs. Page 8

Casualty and surety companies find that excessive acquisition cost has eaten up profits. Page 31

* * *

Two liberal blanket bond forms for railroad companies are authorized by Surety Association of America.

Page 31

Eastern accountant stresses need for professional study of acquisition cost.

Page 31

Report made on convention examination of Union Indemnity. Page 33
* * *

H. H. Stryker, president First Reinsurance of Hartford, dies suddenly,
Page 33

Bank failures causing surety under-writers to be more cautious in writing depository bonds. Page 32

Premiums Show Some Decline

Slump Is Felt Particularly in the Central Western States

RATE REDUCTION EFFECT

Income from the South Also Is Off for the Earlier Months of Present Year

NEW YORK, July 2.-In its survey of current business conditions the National Business Survey Council, created at the suggestion of President Hoover last fall, has the following to report with respect to fire insurance: "The premium income of the fire companies writing the major portion of the business for May, 1930, was about 9 percent lower than for the corresponding month of 1929, while fire losses showed an increase of approximately 20 percent. These same companies report that losses by fire in the United States for the first five months reached \$210,000,000 compared with \$196,000,000 for the corresponding period of 1929.

Decrease in Premiums

With a few exceptions all fire com-panies admit a falling off in premiums thus far in 1930 as against the same period of last year. The reduction is particularly severe in the central west, due to the recent rate reductions ef-fected in several states, the extension of the term rule and to the slowing down of general business activity. The income from the south is also behind that of the first five months of 1929. that of the first five months of 1929. This is accounted for in part by the heavy reductions ordered in Virginia and Mississippi and a lack of new offerings. In the New England and the Middle Atlantic states the premium reduction is about what might be expected from a general curtailment of business activity and the ever downward trend of rates following the improved character of building construction.

Pushing the Sidelines

The increase in the number and seriousness of fires is what underwriters count upon with every period of business depression. That the moral hazard is a pronounced factor, is not doubted, though its proof is well nigh impossible, save in rare instances.

In their desire to stimulate premium income companies are turning more and more to the development of side lines, and are urging upon special and local agents the paying of increased attention to them.

Fire Companies Get Missouri Injunction

A tribunal of three federal judges, sitting at Kansas City, granted an interlocutory injunction Wednesday, restraining Superintendent Thompson of Missouri from interfering with the collection of the 163/3 percent rate increase by 157 stock fire companies. The excess premiums were ordered impounded with the court until the issue is finally adjudicated on its merits. The state will undoubtedly carry the case higher.

Learn Lessons in Airport Fire

Upwards of \$750,000 Insured Loss Sustained in Big Chicago Blaze

EXPECT SCALE INCREASE

Greater Caution in Hangar "Housekeeping" and Lessened Rate Slashing Seen as Outcome

Total destruction last week of two huge hangars at the municipal airport in Chicago and of 31 planes, seven of which were costly tri-motor passenger planes of an air line, constitutes the largest loss in the history of civil aviation underwriting according to adjusters, and represents an object lesson on under-insurance and lack of insurance on costly equipment that is expected to develop much air business for agents and brokers.

It is said that the hangar loss, involving sound values of more than \$225,000, covered by only \$155,000 fire insurance and no use and occupancy or other pro-tection essential in such a business, may result soon in increased hangar rates throughout the country except on hang-ars of the most approved construction, with the most careful type of "house-

Points Several Lessons

The Chicago loss emphasizes several important points. First is the vital necessity of meticulous care in handling the large quantities of highly volatile aviation gasoline. A "static spark" the large quantities of highly volatile aviation gasoline. A "static spark" caused either by the dropping of a wrench on the concrete floor of a hangar owned by the Universal Aviation Corporation in which the fire started, or by a discharge of accumulated static electricity resulting from drainage of gasoline wing tanks in a passenger transport plane, is set down as the cause.

Of equal importance is the demand for most approved hangar construction and care in future to be entitled to reasonable fire rates. Although the Universal and Gray Goose lines hangars which were burned were apparently of fire resistive construction, they were razed by the fierce heat. A privately owned plane 400 feet east of the hangars was burned.

Heavy Values Involved

The Universal hangar, with brick walls, steel windows, but wooden roof truss construction, was of about \$100,000 sound value and was insured for \$65,000 by two companies. The Gray Goose hangar, also fire resistive and with steel roof trusses, was valued at \$115,000 and was covered for \$90,000 in a pool of eight companies.

Total insured loss has not been set definitely, but adjusters and aviation underwriters estimate conservatively be-tween \$600,000 and \$750,000. Total loss is set at \$1,000,000. Of this approximately is set at \$1,000,000. Of this approximately \$350,000 is represented in the seven passenger ships, five Fokker F-10 planes owned by Universal, worth about \$65,000 apiece new and \$50,000 apiece used; another Fokker F-10 reported owned by the Shell Petroleum Corporation, and a Ford trimotor valued at some \$50,000 owned by Universal. Universal also had a considerable number versal also had a considerable number of spare Wasp motors under repair and in stock, each valued at about \$7,000.

There were many planes individually owned, a considerable number of which were uninsured, or carried liability and other covers, but not fire. A \$20,000 (CONTINUED ON PAGE 32) **Takes New Post**



WILLIAM L. LERCH

Royal's deputy western manager resigns to become manager and attorney of the Underwriters' Grain Association.

Geo. W. Pohlman Secretary San Francisco Brokers

George W. Pohlman has become secretary of the San Francisco Insurance Brokers Exchange. The office has been vacant for two and a half years. Mr. Pohlman is a native of Cincinnati and was formerly president of the National of that city, which reinsured in the Commercial Union. His father was president before him and was also general agent of the Firemen's of Baltimore. Mr. Pohlman was appointed city manager of the E. E. Potter & Sons general agency in San Francisco in 1918. He later became superintendent of the He later became superintendent of the automobile department Home of New York on the Pacific Coast and in 1925 and the West American.

GALLMEYER JOINS INSURANCE FIRM OF FORT WAYNE, IND.

E. J. Gallmeyer, prominent real estate dealer of Ft. Wayne, Ind., has discontinued active connection with the real estate firm of North & Gallmeyer, Inc. to become affiliated as partner in the firm of Blitz & O'Keeffe. The firm will be known as Blitz, O'Keeffe & Gallmeyer, Inc.
Blitz, O'Keeffe & Gallmeyer will now

operate in the real estate business as well as the insurance business. Mr. O'Keeffe and M. J. Blitz combined their O'Keeffe and M. J. Blitz combined their insurance firms last March to form the present firm. Mr. O'Keeffe has been in the insurance business for 20 years and Mr. Blitz for 35 years.

Mr. Gallmeyer is president Ft. Wayne real estate board, president Community Chest, president International Walther League, director Ft. Wayne chamber of commerce.

of commerce.

Virginia Hearing July 7

Virginia Hearing July 7

A hearing will be held July 7 before the Virginia corporation commission on a petition for changes in automobile fire and theft rates in that state. The commission ordered a hearing because some increases in rates were proposed in the 1930 schedules filed through the Virginia insurance rating bureau, although reductions far exceed the proposed in rates Proposed decreases in rates reductions far exceed the proposed increases Proposed decreases in rates amounting approximately to 10 percent on fire and 15 percent on theft protection for passenger cars are said to apply to upward of 90 percent of this class of cars in the state, cover on the remainder being subject to old levels or to increases. Commercial car rates will be reduced 12 percent on the aggregate but are cut 17½ percent on theft, giving an especially low theft rate.

Oil Journals Join Fight Upon Town Lot Drilling

Indication that fire insurance com-Indication that fire insurance companies are not alone in deprecating oil well drilling in Oklahoma City is found in a recent editorial in the "Oil and Gas Journal" of Tulsa, which declares that the drilling inside Oklahoma City limits reflects upon the oil industry. Furthermore, the "Daily Oklahoman" has published an editorial criticizing the oil lust. That editorial is reproduced in the editorial columns of The National Underwriter.

"All safe and sound thinking," the "Oil & Gas Journal" declares in part, "is against this frenzy for immediate drill-

"The far-spread peril resulting from one of these deep, high pressure wells breaking out of control was shown in the case of the Sudik well. It is inconceived the sudik well of a veritable able that anything short of a veritable craze for oil could think of bringing that risk in less than half a mile from the main business district of Oklahoma

City.
"Already indeed the creation of drilling zones within the city has caused talk of insurance companies-greatly increas-ing their rates or even withdrawing from

ing their rates or even withdrawing from a hazard so reckless. "The fact, of course, is that drilling on city blocks must, because of produc-tion difficulties, greatly increase the dan-ger of wells getting out of hand.

Danger of Oil Spray

wild well like the Sudik or Sigmon would spray oil over a large part of the city, creating a fire hazard that would compel the suspension of business, transportation and even household activities lest a spark or a flame ignite the inflammable vapor. A fire breaking out in such conditions would probably defy efforts to extinguish it and its expense can only be conjectured."

The report of the blowing in of the

Sigmon, as it appeared in the "Oil Weekly," is also impressive evidence substantiating the views of fire executives. After the well began blowing, workmen started to close the master gates but both were soon damaged. Later the 6-inch casing burst between the two master gates. The fire hazard brought a cessation of activity in the southeast part of the field and the area was under close guard.

Another Wild Well

"Another Wild Well

"Another wild well was blown open for a few hours June 21," reads an excerpt from an article "Oklahoma's New Pools Show Big Gain" by W. A. Spinney, correspondent for the "Oil & Gas Journal." "It was located in the north end of the pool and was the first to get beyond control in the northern section. It flowed open for a couple of hours until the sand choked the separators. It was then shut in and broke loose again, flowing wild into the air for several hours. The sand cut the connections and permitted the huge gas production to hours. The sand cut the connections and permitted the huge gas production to break through. The lower master gate was closed after the well had been wild for a few hours. It will be several days before new connections can be installed and the well completed."

"Engineers and workmen" another.

and the well completed."

"Engineers and workmen," another excerpt from Mr. Spinney's article reads, "succeeded in bringing under control the wild gas well in the south part of the field drilled by the Sinclair Oil & Gas Co. The well was No. 6 Vencl, which was blowing an estimated 125,000,000 feet of gas. The master gates on the well were cut out when the press was bailed in, new master gates were inbailed in, new master gates were in-stalled when the damaged ones were re-moved. Operations on the adjoining leases were started up during the middle of the week."

Michigan Auto Carriers Confer

LANSING, MICH., July 2.—The lo-cal Michigan companies writing auto-mobile insurance held a conference with Commissioner Livingston the past week. All of the Michigan institutions week. All of the Michigan institutions were represented except the Inter-Insurance Exchange of the Detroit Automobile Club. The Detroit club is the largest automobile writer in the state. It submitted a letter setting forth the terms on which it would join the other Michigan companies in establishing a rate schedule.

Terms Are Given

These were: That there be no devi-These were: That there be no deviations from the established rates on any class of business in the automobile line; that there be no rate concessions through writing fleet and group business at reductions; that so-called "club services" such as are provided by the auto club itself be discontinued as free features of rival policies or else that the club's exchange be allowed, to write at a rate differential based upon the club membership fee which must be paid by every policyholder in the reciprocal.

Commissioner Livingston denied that

departmental orders had been issued to the so-called conference carriers to reestablish rates as of the May 19 manual or face the penalty of licenses revo-cation in the state. It had been re-ported in company circles here that such an order had been issued in at least one instance. The commissioner exone instance. plained, however, that a warning had been issued to some of the companies which have failed to respond to a recent departmental request that auto rate schedules upon which business is now being accepted be filed with the depart-The state insurance code contains ment. The state insurance code contains a provision, the commissioner said, that the commissioner shall have the power to suspend the certificates of authority of companies which ignore a departmental communication in this way.

While considerable business has probable hear shifted to the conference companies.

While considerable business has probably been shifted to the conference companies, it is not believed that really serious inroads into the Michigan carriers' volume have yet been recorded and a settlement now would be distinctly to the advantage of the home organizations.

Death of Charles F. Enderly

NEW YORK, July 2.—Charles F. Enderly of this city, manager of the metropolitan department of the North America, head of its automobile depart-ment here and its marine agent, died ment here and its marine agent, died suddenly last night from a heart attack. He was formerly New Jersey special agent for the New York Underwriters. He inaugurated its brokerage department in New York City. He took charge of the brokerage and service describert of the North America is New York. partment of the North America in New York City in 1916.

North America's Capital

The stockholders of the North America have ratified the recommendation of the directors that the authorized capital be increased from \$10,000,000 to \$15,-000,000. The par value is \$1 each. It is stipulated that 75,000 of the new shares be set aside for exchange in se-curing the controlling interest of the Central Fire of Baltimore. It was also voted to present 125,000 shares to pres will leave 300,000 shares still in the treasury.

To Double American Reserve Capital Under Merger Plan

WAIT AMERICAN PHENIX O. K.

Reinsurance of America, Underwriters Reinsurance Will Be Consolidated in New Company

Directors of the American Phenix Corporation have called a meeting of stockholders for July 8 when the plan will be submitted to merge the Reinsurance of America and other subsidiaries of the American Phenix, as well as companies owned by that holding corporation, with the American Reserve. Under the proposed arrangement the consolidated company would operate under the title American Reserve and consolidated company would operate under the title American Reserve and would have combined assets of \$8,000,-

On the board of the new American Reserve would be prominent financiers, industrialists, fire and life insurance expensions to a letter addressed ecutives according to a letter addressed to stockholders of the American Phe-nix by President Edward L. Mulvehill.

Preliminary Step

Mr. Mulvehill explained in his letter that as a preliminary it is necessary that there first be transferred to the Reinsurance of America the stock of the other companies owned or controlled by the American Phenix. These include the Underwriters Reinsurance and Minnesota Fire. All of the stock of the Reinsurance of America is owned by the American Phenix. The merger, according to Mr. Mulvehill, will make the new American Reserve "one of the largest reinsurance companies in America." Mr. Mulvehill explained in his letter

Capital to Be Doubled

Under the merger plan, the consolidated corporation will have an authorized capital stock of \$1,000,000. The present capitalization of the American

present capitalization of the American Reserve is \$500,000.

As of March 31 the American Reserve had \$4,490,758 assets, \$500,000 surplus and \$1,705,219 net surplus.

When the merger is completed the company will have approximately \$8,000,000 assets, \$1,000,000 capital and nearly \$3,000,000 surplus. The Reinsurance of America last year enjoyed a premium income of more than \$1,800,000 while the net premiums of the American Reserve were \$2,100,000.

To Drop Minnesota Fire

President T. B. Boss of the American Reserve has announced that inasmuch as the American Reserve is a reinsurance company and does not contemplate entering the direct writing field, the Minnesota Fire will not be retained by the consolidated company. Below is the list of directors, who, Mr. Mulvehill states, will serve if the merger is consummated:

Mr. Mulvehill states, will serve if the merger is consummated:

James V. Barry, vice-president, Metropolitan Life; Thomas B. Boss, president American Reserve; Clement H. Brigham, Hartford; J. W. Cochran, president Fire Association; E. P. Earle, president Nipissing Mines Co., Ltd., New York; B. H. Fancher, president Industrial Banking Corporation of America, New York; Harmon S. Graves, Graves & Yawger, New York; C. Morgan Aldrich, Fuller Richter Aldrich & Co., Hartford; J. S. Harris, Stranahan, Harris & Oatis, New York; B. W. Jones, vice-president Bankers Trust Co., New York; V. Russell Leavitt, Paine, Webber & Co., Hartford; Edwin G. Seibels, manager Cotton Fire & Marine Underwriters, New York; Samuel M. Stone, president Colt's Pat-Edwin G. Seibels, manager Cotton Fire & Marine Underwriters, New York; Samuel M. Stone, president Colt's Patent Fire Arms Manufacturing Co., Hartford; F. D. Stranahan, Stranahan, Harris & Oatis, New York; Albert T. Tamblyn, president Lincoln Fire; H. S. Tenney, vice-president Marine Midland Corporation, New York; Roger H. Williams, Estabrook & Co., New York.

Havne Elected President of Wisconsin Fire Underwriters

RUDD DISCUSSES CONDITIONS

Chronic Delinquents Menace to Business-Milwaukee Situation Complicated-Company Men Speak

NEW OFFICERS ELECTED President, C. E. Hayne, America Fore. Vice-president, Fred J. Dudley, Security of New Haven.

Secretary-treasurer, Arthur J. Olds, Rhode Island.

Executive committeemen: C. P. Helli-well, New Brunswick, and Paul E. Rudd,

Almost 150 attended the annual meeting of the Wisconsin Fire Underwriters association at Egg Harbor last week.

A new constitution and by-laws were adopted to replace the temporary con-stitution used since the club's recent reorganization.

reganization.

President Paul E. Rudd, Aetna, welcomed the guests. "The past year in the life of our field clubs has been an active and eventful one," he declared. "During that period, the old clubs, after many years' existence, were dissolved and our present organization created. This meeting is therefore, a history making one, being the first annual meeting of our newly organized Wisconsin Fire Underwriters Association."

In summarizing the work of the association during the past year, Mr. Rudd told of the work of the educational committees and delinquent balances.

Chronic Delinquent a Linbility

Chronic Delinquent a Liability

The chronic delinquent," Mr. Rudd The chronic definquent," Mr. Rudd said, "is a liability to the companies he represents, a menace to our business, and sooner or later costs these com-panies a definite and too often a considerable sum of money. This loss is not always made up of the actual balance due the companies, but in expense of due the companies, but in expense of field men constantly trying to make collections and in closing out the agency, as well as the resultant loss in renewals by reason of perhaps having to close the agency entirely, or transferring to an agent already burdened with too many companies. The value of expirations being largely destroyed by the loss of good will places a doubtful value. tions being largely destroyed by the loss of good will, places a doubtful value upon any agent where the agent is classed as a chronic delinquent. We criticize those of our competitors who are paying a higher scale of commission than ours. Some of them have almost as varied scales of commission as they have agents, but are we not, too, deserving of criticism if we allow part of our agents undue privileges in the payment of balances?

Milwaukee Situation Complex

"While a new commission schedule for Milwaukee county was adopted by the Western Underwriters Association April 1," continued Mr. Rudd, "it has not been adopted by the Milwaukee Board. The commission situation in Milwaukee county offers a very complex problem which has rapidly grown more complex during the past few years, particularly during the last two since the organization of so many new companies organization of so many new companies that started out, and are still, on a non-affiliated basis. There are other outstanding features in this connection that puts Milwaukee in a class by itself. It will take the fullest cooperation on the part of all those at interest, to finally bring about the desired result. That will not be obtained without a constant and honest effort being put forth."

and honest effort being put forth."
In speaking of the mixed agency problem later in his address, Mr. Rudd said: "I strongly recommend that in the com-ing months those of our members who are not so vitally affected by separation, maintain an attitude that will be helpful and cannot be criticized. Do not lose sight of the fact that it is the ultimate of this thing that counts. Most of us are not daily being stared in the face with

Heads Department



HARRY W. HANSON

The appointment of Harry W. Hanson, assistant director of trade and commerce in Illinois, as state insurance superintendent was a foregone conclusion following the resignation of Superintendent George Huskinson. Mr. Hanson has had primary charge of the insurance department since he was appointed assistant director. He has attended insurance commissioners meetings and is regarded as a most competent man.

regarded as a most competent man.

Mr. Hanson for many years was engaged in the retail business at Princeton, Ill. At the time L. L. Emmerson was elected secretary of state, Mr. Hanson went to Springfield as an employe of that department, and served continu-ously as chief clerk until his appoint ment as assistant director of trade and commerce. Mr. Hanson has long en-joyed the confidence of Governor Emmerson. Since becoming assistant director of trade and commerce, he has devoted all of his time to the work of in-surance supervision. He has a reputa-tion as a careful, painstaking and conscientious official.

the grim fact that we are almost certain to lose a number of agents during the next few weeks, and of course, a lot of premiums. This is, therefore, an out-standing instance of where we should not practice serious competition among members of this association, but govern our acts so that nothing will transpire that will be an injustice to any of our members, or a detriment to the end we are striving for."

MacFarlane Compliments Group

J. H. MacFarlane, Chicago, secretary J. H. MacFarlane, Chicago, secretary of the America Fore, represented the governing committee and complimented the association on the way it functioned through the year. E. G. Frazier, Springfield Fire & Marine, and De Mott Belcher, New York, with the America Fore, also addressed the agents and conducted a question-period.

The incoming president was instructed.

The incoming president was instructed to appoint a committee to consider a place for the next meeting, preferably

southern Wisconsin.
Entertainment was in charge of

Tell Plans for Thorough Inspection of Minneapolis

DISCUSSED AT ALEXANDRIA

Minnesota Fire Underwriters' Association, Fire Prevention Group, Blue Goose in Large Meet

NEW OFFICERS ELECTED MINNESOTA FIRE PREVENTION ASSOCIATION

President-Carl Ludwig, New York

Underwriters.
Vice-President—A. E. Schroeder, United States Fire.

Secretary-Walter Belford, Rhode

MINNESOTA FIRE UNDERWRITERS ASSOCIATION

President—O. L. Danek, America Fore. Vice-President—Paul Zoelzer, Agricultural.

Secretary-B. K. Cowles, Phoenix.

MINNESOTA BLUE GOOSE

Most Loyal Gander—Charles J. Butts, American Central. Supervisor—George W. Blomgren, Se-

Custodian—Claude E. Nugent, West-

ern Adjustment, Guardian—Paul Zoelzer, Agricultural, Keeper — Austin Fields, General In-

pection. Wielder—George F. Duerr, Providence-Washington.

Business generously interspersed with sporting contests and good fellowship provided a valuable renewal of associations among the 105 field men who attended the annual meeting and summer outing of the Minnesota Fire Underwriters association, Fire Prevention association and Blue Goose at Alexandria. Announcement was made during the meeting of the Fire Prevention Association that a complete fire prevention inspection of Minneapolis is planned this year and this was the chief topic of discussion. The secretary reported one of the most active years in the history of the association.

the association.

Company representatives attending the meetings were J. R. Wilbur, vice-president America Fore, and Charles N. president America Fore, and Charles N. Gorham, western manager American. O. L. Danek, America Fore, was reelected president Minnesota Fire Underwriters' Association, and all of his colleagues were reinstated. The executive committee consists of Karl Theimer, American; L. L. Law, Northern of London; E. F. Wirth, National; A. E. Schroeder, United States Fire, and John E. Jackson, Home.

Most Loyal Gander R. L. Hanson presided at the annual meeting of the Minnesota Blue Goose while Thomas G. Linnell, deputy most loyal grand gander,

Linnell, deputy most loyal grand gander, represented the grand nest.

It was decided to continue the present

group life insurance committee with a program to increase the number of group assureds. The Minnesota pond reported it now has 324 active members, makes it the fifth largest pond which in the United States. John J. Rusco, Aetna, and M. C. Lane, New York Underwriters, were initiates. Robert L. Bruen and Z. Z. Savory were elected delegates to the grand nest meeting in Rapid

An interesting feature of the Blue An interesting feature of the Blue Goose meeting was the presentation to the Minnesota pond by Gander F. H. Barney of the original charter granted the Minnesota pond by the grand nest in 1906. This charter had been host for several years and was recently found by Gander Barney and framed and presented to the pond. Historian Bruen has completed the entire history of the Minnesota pond and all of its meetings and has bound it in a leather book for the permanent possession of the pond. Entertainment was in charge of a general committee with Clarence R. James, Aetna, as chairman. George H. Hannan, Wisconsin Audit Bureau, and Fred W. Weineck, National Liberty, assisted him. Mrs. E. O. Spink was general chairman of the ladies' activities, and the children's program was in charge of Mrs. C. E. Hayne.

A dinner-dance was arranged under the direction of Mr. and Mrs. E. O. Spink, Mr. and Mrs. Clarence R. James, and Roy L. Nicholson. The big sporting event of the meeting was the presentation to the Minnesota pond by Gander F. H. Barney of the original charter granted the Minnesota pond by the grand nest in 1906. This charter had been lost for several years and was recently found by Gander Barney and framed and presented to the pond. Historian Bruen has completed the entire history of the Minnesota pond by Gander F. H. Barney of the original charter granted the Minnesota pond by Gander F. H. Barney of the original charter granted the Minnesota pond by Gander F. H. Barney of the original charter granted the Minnesota pond by Gander F. H. Barney of the original charter granted the Minnesota pond by Gander F. H. Barney of the original charter granted the Minnesota pond by Gander F. H. Barney of the original charter granted the Minnesota pond by Gander F. H. Barney of the original charter granted the Minnesota pond by the grant nest in 1906. This charter had been lost for several years and was recently found by sever



Twelve leading national magazines With a combined circulation of Welve leading national magazines with a compined circulation "See over 10 million copies an issue are directing insurance buyers to over 10 million copies an issue are directing insurance buyers." over 10 million copies an issue are directing insurance puyers to see, the Ætna-izer in Your Community—He is a man worth knowing.

IT PAYS TO BE AN ÆTNA-IZER!

SUNSET is the burglars' sunrise! Your night —their day! They work while you play or sleep! They laugh at locksmiths! They rob where they please-and take what they please!

The fact that you've never had a loss, or that you feel you live in a safe neighborhood, is no assurance that your turn may not be next.

An Ætna Residence Burglary Policy not only reimburses you for any and all articles stolen from your home but pays the bill for any

damage done to your premises or property by those who come to steal.

Now is the "open season" for burglars! Now is the time to get in touch with the Ætna-izer in your community!

Ætna writes practically every form of Insurance and Fidelity and Surety Bonds. Ætna protection reaches from coast to coast through 20,000 agents. The Ætna Agent in your com-munity is a man worth knowing. Look him up!

Ætna Casualty and Surety Company—Ætna Life Insurance Company—Automobile Insurance Company—Standard Fire Insurance Company of Hartford, Connecticut.



COMMUNITY - HE IS A MAN WORTH KNOWING

Kentucky Field Groups Hold Meetings; Clark Heads Pond

LILLY TALKS ON ADJUSTING

Carl Buetenbach, Jr., of National Union Elected President of Fire Prevention Association

The semi-annual meeting of the Ken-icky Fire Underwriters' Association tucky Fire Underwriters' Association and the annual meetings of the Kentucky State Fire Prevention Association and the Kentucky Blue Goose were held at Crab Orchard Springs,

y., last week.
At the Kentucky Fire Underwriters Association meeting President Cad P. Thurman presided. A motion to waive discussion of a balance rule for the state was approved. George W. Lilly, Chicago, general adjuster for the Amer-Chicago, general adjuster for the America Fore, spoke. He dealt with the need for greater cooperation between the adjusting and underwriting departments. He said that the adjuster was more the true representative of the company than was the field man, and that the adjuster, because of his difficult position, had to be a man of discernment.

cernment.

The dislike for handling small claims, said Mr. Lilly, is manifested by all underwriters and has been a thorn in the side of the business for some time. Furthermore the situation is growing

Clem E. Wheeler, Hartford, gave a short talk about the insurance course at Northwestern University of Chicago, sponsored by the fire companies, for which a number of scholarships are issued each year.

Kentucky Conditions Good

At the second business session Friday morning, A. G. Dugan, western manager at Chicago for the Hartford, as representative of the Western Underwriters' Association, expressed his

satisfaction with Kentucky conditions.

The Kentucky State Fire Prevention The Kentucky State Fire Prevention Association meeting was opened by President E. C. Knoop. In his annual address he said that while only five town inspections were held during the last year, the five have been the largest ever held in point both of attendance and results. He recommended that a committeeman be appointed in each district to confer with chambers of commerce or civic organizations and prepare a definite program of fire prevention work; that closer contact be maintained with the state department of fire prevention and rates, in order that concurrent and not contradictory reports might be issued; that a speakers' committee be appointed to prepare ers' committee be appointed to prepare speakers for meetings throughout the state. These recommendations were accepted and referred to the incoming administration. Secretary Frank readministration. Secretary Frank re-ported that 651 risks were inspected in the five towns, 539 being found defec-tive, and 1,906 recommendations made.

Buetenbach Named President

New officers elected by the fire preventionists were: President, Carl Buetenbach, Jr., of the National Union; vice-president, R. Leland Meeks of the Fidelity & Guaranty Fire; secretary, E. A. Parsons, Tokio Marine & Fire.

Following the fire prevention session over the attention of the prevention of

Friday the afternoon was given over to sports and amusements. At the an-nual Blue Goose dinner the following nual Blue Goose dinner the following officers were elected: Most loyal gander, William E. Clark; supervisor, W. P. Huffman; custodian, John H. Harrison; guardian, John A. Heitmeyer; wielder, W. H. Strossman, and keeper, E. O. Redwitz. Paul Wilson was initiated at this meeting. John H. Harrison and John A. Heitmeyer were named delegates to the grand nest meeting at Rapid City, S. D.

The annual dance was held after the Blue Goose meeting. At the dinner,

Prepare for Blue Goose Meeting in the Black Hills

SIOUX FALLS, S. D., July 2.— Committees have been appointed by Most Loyal Grand Gander D. L. Mc-Coy, from the membership of the Da-kota Blue Goose to the 1930 grand nest meeting and have been holding weekly weetings perfecting plans and arrangemeetings perfecting plans and arrangemeetings perfecting plans and arrange-ments for the most unique national meeting of the Blue Goose organiza-tion. The meeting will be held in "The Black Hills of South Dakota," com-monly referred to as "The Little Switz-erland of America," Sept. 9-12. Rapid City, S. D., the gateway city of the Black Hills, has been selected as the headquarters city.

Black Hills, has been selected as the headquarters city.
Committees and chairmen are as follows: General chairman, J. D. Taylor, Grand Forks, N. D.; resident chairman, D. P. Lemen, Sioux Falls, S. D.; finance, W. F. Benbow, Watertown, S. D.; hotels, R. L. Slater, Sioux Falls, R. L. Sl finance, W. F. Benbow, Watertown, S. D.; hotels, R. L. Slater, Sioux Falls, S. D.; reception, J. N. Thompson, Fargo, N. D.; transportation, S. E. Bickard, Fargo, N. D.; publicity, E. H. Partch, Sioux Falls, S. D.; registration, R. W. Hayward, Sioux Falls, S. D.; golf, Earl Newberger, Fargo, N. D.; dance, Cal Dalbey, Sioux Falls, S. D.; banquet, John M. Cogley, Sioux Falls, S. D.; ladies entertainment, H. A. Pressler, Fargo, N. D. Mrs. D. L. McCoy, honorary chairman; buffet luncheons, Walter Mashek, Sioux Falls, S. D.

prizes and trophies for winners in the

The first prize in the golf contest was won by H. Lee Upton, R. E. De Haven coming second. Thomas G. Wilds won the first prize for the longest drive, R. E. De Haven again placing second. Wayne got the putting array with Imperior of the putting array with Imperior to the putting array with Imperi E. De Haven again placing second. W Wayne got the putting prize with Irv-ing Holmgren second.

Say District Code is Dead

NEW YORK, July 2.—It is taken for granted that the model insurance code proposed for the District of Columbia, is dead, at least for a time; so many objections to certain of its provisions having been offered its proponents concluded to withdraw it. It may be submitted to congress in amended form next year, though there is no certainty as to that

Conway Admits Interstate Board to New York State

Superintendent Orders Correction of Certain Alleged Discriminations in Operations of I. U. B.

NEW YORK, July 2.-Having ap-Proved last March operation of the Interstate Underwriters Board in the Syracuse, Buffalo and suburban divisions of New York, Superintendent Conway has extended his indorsement to cover the territory of the New York Fire Insurance Exchange, stipulating, however, that certain features of the plan be modified in that jurisdiction, and ordering that the rates of the I. U. B. "be made available to the assured as well as to the broker of rec-

Application of the Interstate Underwriters Board for authority to function in the state as a whole would probably have been granted several months ago, had it not been for a protest ago, had it not been for a protest lodged by the Fire Insurance Agents Association of New York City, which contended that under the plan of the I. U. B. discrimination exists in that in "the reporting form used for covering multiple location risks, pro rata reductions in insurance are permitted, whereas other assureds are penalized by a short rate premium for similar reductions."

Conway Sustains Charge

Mr. Conway sustained this charge of the agents and as a condition of his ap-proval directed the New York Fire In-surance Rating Organization to amend its rules and eliminate this alleged dis-crimination. The rating organization transacts I. U. B. functions in New

York state.
Superintendent Conway dismissed, however, the statement of the Fire Insurance Agents Association that special conditions do not exist in regard to multiple location risks, which warrant their treatment as a special class entitled to certain credit.

In answer to this objection he ruled

In answer to this objection he ruled that there is sufficient warrant for the allowance of the credits proposed, subject to the establishment of a statistical code segregating the experience of all

Lively Convention Program for New England Agents

DELAYED BY AGENTS' PROTEST MEET AT BRETTON WOODS

Galaxy of Company, State and Local Agency Speaking Talent Is Offered

Many interesting talks by insurance commissioners, company and organization executives, and local agents, are scheduled for the convention of the New England Association of Insurance Agents, at Bretton Woods, N. H., July 8-10. The program is:

Tuesday Evening

Informal get-together dinner. Welcome, Charles W. Varney, chair-ian New England Advisory Board, pre-

Greeting from New Hampshire Asso-

creeting from New Hampshire Asso-ciation of Insurance Agents, George F. T. Trask, president. Address, James A. Beha, general man-ager, National Bureau of Casualty & Surety Underwriters, and former New York superintendent.

Wednesday, July 9

Annual address of Chairman Varney. Annual report of secretary-treasurer, Warren S. Shaw, Brockton, Mass. Address, "If I Were a Company Ex-ecutive," Clyde B. Smith, Lansing, presi-dent National Association of Insurance

Agents.
Three ten-minute talks by local agents:
(a) "Organization," A. C. Mason, president Vermont association.
(b) "Efficiency," Paul A. Colwell, president Rhode Island association.
(c) "Cooperation," Ivan E. Lang, past president Maine association.
Discussion period led by Fredrick V. Bruns, president Excelsior Fire, Syracuse, N. Y.
Address, "The Interstate Underwriters Board, Its Alms and Purposes," John R. Dumont, manager.

Board, Its Aims and Purposes," John R. Dumont, manager.
Address, "The Heyday of Organization," Emerson J. Schofield, vice-president Standard Accident, Detroit.
2:30 p. m., first round of golf tournament, bridge.
7 p. m., annual banquet, Charles W. Varney, presiding.
Greeting from New Hampshire, Governor Charles W. Tobey.
Address, Howard P. Dunham, president National Convention of Insurance Commissioners, and commissioner of Connecticut.

necticut. necticut.
Address, Commissioner John E. Sullivan of New Hampshire.
Greeting from National Association,
Président Clyde B. Smith.
Address, "New England—Past and
Present," Chester B. Jordan, Keene, N. H.

Thursday Program

Three ten-minute talks by company

Three ten-minute talks by company representatives:

(a) "Organization," A. J. Murphy, general agent Security of Connecticut.

(b) "Efficiency," Joseph F. Gough, special agent North America.

(c) "Cooperation," Frank L. Brigham, general agent Merrimack Mutual.

general agent Merrimack Mutual.
Conference group discussions:
(a) For agents writing \$100,000 premiums and over, Charles H. Watkins, presiding, Watkins & Moffatt, Boston.
(b) For agents writing under \$100,000, Frank W. Brodle, presiding, president Connecticut association.
Report of conferences.
"Worthwhile Folk in Everybody's Home Town," Rev. Harold Lancaster, Salem, Mass.
2:30 p. m., final round of golf, prizes

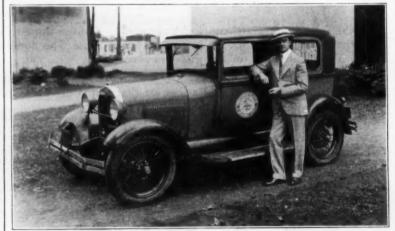
2:30 p. m., final round of golf, prizes be awarded in evening.

8 p. m., entertainment, dance. to be

To Issue Combined Policy The Security of New Haven will is-ue a combined full coverage autombile policy in conjunction with the Massachusetts Bonding; this to apply in all of the states under the jurisdic-tion of the western department.

The T. W. Sudheimer Co. of St. Paul has been incorporated to engage in the general insurance business. Thomas W. Sudheimer is head of the company.

Moses and His "Chariot"



Manager Frank D. Moses of the Pennsylvania Association of Insurance Agents and the association car bearing the state and National insignia. Mr. Moses and his chariot have traveled 25,000 miles getting members for the association and organizing coextensive local boards. Over 300 new members were secured in one year, making Pennsylvania the third largest state association. There are now 40 local boards in the state, with more in sight. Chariot and driver are going strong and heading for the biggest state branch of the National Association of Insurance Agents.

Continental Indemnity Company of America

Jerome B.M. Gutchan President.

Place Your Automobile Insurance with a Growing Concern

Substantially backed by insurance men of financial means and guided by Darby Day's extensive insurance experience and ability as an organizer and builder, the Continental Indemnity Company of America is aggressively pushing automobile insurance.

[a Darby Day Company]

The 5-Point Complete Auto Policy offered by this company provides ample protection against every possible automobile loss. Agents find the 5-Point Policy easy to sell because it so thoroughly fits every motorists needs and is sold at independent rates.

Do you desire to represent a strong non conference company offering automobile policies you can sell easily—a progressive company that knows how to handle agents and give them close personal assistance?

Andrew J. Cann Resident Manager

A-1614 Insurance Exchange—Chicago Phone Wabash 0885-6-7

Brokerage Accounts Our Specialty

CONTINENTAL INDEA

rializing in Automobile Insurance.

Bureau Champions Ideal of Competition, Silber States

PRAISES ITS PRINCIPLES

Speaker at Joint Field Club Session Denounces State Regulation

of Commissions

The Western Insurance Bureau is the champion of the competitive ideal in insurance according to Fred D. Silber, counsel Western Insurance Bureau, who addressed the joint bureau field clubs in session at Lake Wawasee.

"The ideal of the Western Insurance Bureau," Mr. Silber declared, "is that the insurance business shall remain competitive and that companies shall have

petitive and that companies shall have a right to manage their own business, pay their agents upon such a basis as pay their agents upon such a basis as they regard mutually fair and reason-able, and take their chances in the rough and tumble of individual initia-tive and effort. That ideal is worth pre-

serving and fighting for.
"Every one of you who takes his activities into the field must feel a personal thrill and responsibility when you remember that you are engaged in a crusade to retain for the common man his place in the sun. Do what you can to restrain and impede the march of the dollar and break up the oncoming army of plutocracy."

Praises Bassett Speech

After reviewing the history of the recent reorganization of the Western Insurance Bureau, Mr. Silber launched into a dissertation upon the legal feature. legal fea-lation. He tures of acquisition cost regulation. He declared that Neal Bassett, president Firemen's, in his address before the insurance commissioners investigating acquisition cost, "punctured some of the theories advanced by proponents of the regulation of commissions."

Mr. Silber said that the legal basis of

Mr. Silber said that the legal basis of attempts to regulate commissions in the statutes of New Jersey and Texas, is that insurance is a business impressed with a public interest, and that therefore, it is subject to regulation by the state. Regulating rates, however, Mr. Silber added is different from regulating other details of insurance.

"Every item of expense that insurance companies are put to will no doubt ultimately be reflected in a rate. Thus, overhead expenses, commissions and disbursements for all other business purposes will be a part of the expense purposes will be a part of the expense ratio, and in a properly administered, and at the same time a fortunate insurance company, the loss ratio, plus the expense ratio ought to leave some underwriting profit. When the expense ratio becomes too high and the loss ratio remains normal, there will be no underwriting profit reflected, and after a number of years of such experience companies will naturally be seeking higher rates. Since every expense item goes into expense ratio, and since acquisition cost is only one expense item. sition cost is only one expense item, it is plain that on principle if the state has a right to regulate commissions it should equally have the right to regu-late other items of expense.

Tendency of Supreme Court

"The tendency of the Supreme Court of the United States, in recent decisions, seems to be to avoid granting to states the right to meddle with the internal affairs of business corporations, except when such interference is within the clear power of the state. Thus, in the New York theater ticket scalpers' case, the Supreme Court held that the business was furnishing amusement and issuing theater tickets was not impressed with a public interest, and that a statute regulating the profits that ticket scalpers might make on theater tickets was unconstitutional.

"In a later case," Mr. Silber con-

Mr. Silber con-"In a later case,"

Wings Flapping



P. J. V. McKIAN, Chiengo

Paulus Japonica Veronese McKian, publicity man for the Western Actuarial Bureau of Chicago, inimitable wielder of the goose quill of the Illinois Blue Goose, old time insurance newspaper man, is being groomed by the Illinois pond as candidate for grand keeper of the golden goose egg at the forthcoming grand nest meeting at Rapid City, S. D. Gander McKian is indefatigable in his labor for the Blue Goose and has attended grand nest meetings in recent years. He is now insurance editor of the Chicago "Evening Post." He was formerly editor of the old "Argus" of Chicago and for some years was insurance editor of the Chicago "Journal of Commerce."

tinued, "involving employment agencies, the court held that while the business of employment agencies was impressed with a public interest, the state could not by law fix the fees that employment agencies might receive for their ser-vices. That case comes very close to the principle of insurance commissions. While the state may regulate rates of premium, it should not and ought not to be permitted to regulate the wages or commission paid by companies to

agents.

"The validity of the New Jersey uniform commission law is now before the United States Supreme Court. The case was argued fully, both on briefs and orally, and just before the adjournment the court restored the case to the death for reargument, thus indicating docket for reargument, thus indicating that it was not entirely prepared to decide the question, and, perhaps wish the full bench, including the recently appointed justice, to participate in the hearing and decision."

Mr. Silber concluded with a denuncia-tion of separation. He charged that separation is secondary boycott, a threat by members of a trade organization that if an agent deals with a competitor the trade organization will not deal with the agent.

This Agency Capitalizes on Fame of Amos, Andy

"Amos and Andy, Insurance Specialists," appears on the stationery and advertising of the agency in Mandan, N. D., operated by A. B. Larson and A. C. Rausch. Because the letter "A" occurs in the initials of both members of bers of the firm, they decided to capitalize on the reputation of the proprietors of the "Fresh Air Taxicab Company of America."

Bureau Men Pleased With Results of Joint Meeting

ATTENDANCE IS ENCOURAGING

Nearly 150 Special Agents, Company Executives and Department Heads at Wawasee Conference

Nearly 150 special agents, company executives and department heads attended the regional meeting of seven Western Insurance Bureau field clubs at Lake Wawasee, Ind. The large attendance, particularly of office representatives clearly was encouraging to sentatives, clearly was encouraging to the field men and had a favorable psy-chological effect.

At the separate meetings of the field clubs, election of officers was held and the problems of each club were discussed. Last week's issue carried the news of the elections of Illinois, Kentucky, Tennessee and Wisconsin field clubs. The Ohio and Indiana clubs were not holding their annual meetings so

there were no elections. D. B. Gamble, Milwaukee Mechanics, was elected president of the Michigan field club, while E. V. Rawlings, son of President Rawlings of the Monarch Fire, was

Rawlings of the Monarch Fire, was elected secretary-treasurer.

At the collective meeting of the seven clubs Herbert A. Clark, western manager Firemen's, delivered an inspirational address in which he laid down a code of ethics for field men. Team work, improvement of mental resources, enthusiasm, belief in the service rendered, conviction of rightness, and support of the principles of the organization to which the field man belongs, were qualities emphasizes by Mr. Clark.

J. Harvey Patterson, manager Western Sprinkled Risk Association, told the audience that the recent reorganization of his association provides

ganization of his association provides
Bureau agents with an adequate avenue
for placing superior business. The contract is constantly being liberalized to
compete with the cover offered especially by New England factory mutuals,
Mr. Patterson dealared

cially by New England factory mutuals, Mr. Patterson declared.

The address of Fred D. Silber, counsel Western Insurance Bureau, was the feature of the get-together dinner. Mr. Silber expounded the doctrines of the bureau. It is planned to reproduce his speech and circulate it among members.

FIELD CLUB NOTES

Recreational features of the meeting were arranged by D. L. Jones, president Indiana Field Club. Mr. Jones also presided at the get-together dinner and the joint meeting. Golf was the principal attraction, the low gross score being won by G. G. Gross, Firemen's special agent in Ohio, while low net was won by R. O. Furgason, Pittsburgh Underwriters special in Indiana. Fred Siffer won the blind bogey. The largest score, 150, was attained by Walter Vent, who travels central Illinois for the Northwestern National. western National.

One of the largest delegations was that of the Ohlo Farmers, which consisted of 18, headed by D. W. Crane, secretary, Mrs. George S. Valentine, Sr., wife of the assistant secretary, Mrs. Crane and Miss Crane also attended During the sessions Mr. Crane called a special meeting of the Ohlo Farmers group. group.

Ralph Danforth, superintendent of agents Millers National, and three of his special agents arrived at Wawasee at 3 o'clock in the morning after motoring from Round Lake, Ill., where the Millers National held its annual outing on the country estate of Frank S. Danforth, secretary Millers National.

* * * *

A favorite topic of discussion and one that was mentioned frequently by speak-

A favorite topic of discussion and one that was mentioned frequently by speakers was the address delivered by Neal Bassett, president Firemen's, at the acquisition cost hearing in Chicago. The opinion was that the Bassett speech was an event of great importance to the Bureau.

Look at Northwest to Make 1930 Profitable Hail Year

OTHER TERRITORY SUFFERS

Start Writing in Montana, North Dakota as Hail Strikes Minnesota. Wisconsin, Iowa, Oklahoma

Despite recent severe hailstorms in lowa, southeastern Minnesota, Wisconsin and Oklahoma, western hail departments expect business in the northwest

ments expect business in the northwest to compensate and make 1930 a profitable hail year.

Loss notices from southeastern Minnesota, Iowa and Wisconsin were slow in arriving and although there was a frantic call for adjusters from the hail-ridden scene, the companies are taking their time in making settlement. A week after the passing of a hail storm, fields of grain may be considerably revived, and adjusters will probably wait until that time has elapsed before making an estimate of damage.

Although Oklahoma has been the scene of hail storms, the drought in that state impaired the crops and relieved the

Kandough Oklahoma has been the scene of hail storms, the drought in that state impaired the crops and relieved the companies of much liability.

Kansas crops are coming through the season well, according to best informed sources, and inasmuch as the harvest is now well under way, there, the companies anticipate a good record from that state despite last week's storms.

Whatever increase is registered this year must come from the northwest. Conditions there are promising. There has been an abundance of rain. The first hail business is just beginning to come in from North Dakota and Montana, inasmuch as losses in that region usually do not start until from June 20-25. 20-25.

About July 1 the companies start writing hail insurance on tobacco crops in Kentucky. There has been little corn business written.

Edward G. Marsh, Jr., Joins Firm

Case & Thomas, one of the oldest and most prominent insurance agencies in St. Louis, have announced that Edward G. Marsh, Jr., has been made a partner. The firm now is Case, Thomas & Marsh. Mr. Marsh has been connected with Case & Thomas for the past five years. He is a native of St. Louis and attended St. Louis University and Missiouri University. It was on leaving the latter school in 1925 that Mr. Marsh made his connection with Case & Thomas. He has been chief clerk in the office for the past four clerk in the office for the past four

Mr. Case is one of the pioneer insur-Mr. Case is one of the pioneer insur-ance men in the city, having been en-gaged in the business here for nearly 52 years. Mr. Thomas is likewise a very prominent agent. He was vice-president of the F. Churchill Whitte-more Co. for 20 years. Mr. Marsh's youth makes his elevation to the part-pership most unusual. nership most unusual.

South Texas Blue Goose Rally

At the meeting of the South Texas Blue Goose, held at Galveston 12 goslings were admitted. Charles Brooks, who is moving to Dallas, was presented with a fountain pen set by the Houston contingent. The H. C. Ford memorial trophy for bowling given by Eugene Branshaw, was won by Harold Choate. Delegates elected to the grand nest are Herbert A. Yarborough, San Antonio, and D. M. Pollard, Beaumont.

New officers are: O. S. Cooke, Houston, most loyal gander; Eugene Branshaw, San Antonio, supervisor; R. A. Hickman, San Antonio, guardian; Harold Choate, San Antonio, custodian; Fred A. Crawford, Houston, keeper; W. E. Ellis, Houston, wielder.

R. H. Beard and W. C. Bond of the Beard Agency, Chicago, visited the home office of the Commonwealth Cas-ualty last week.

NEWS OF THE COMPANIES

HOLDING COMPANY PROJECT

Rumor Has It That Caldwell & Co. and Otis & Co. Are Back of Move

There was much interest among insurance men this week in the report of a possible formation of a \$250,000,000 holding corporation as a result of negotiations between Caldwell & Co. of Nashville and William R. Daly of Otis & Co., Cleveland, both big investment houses. The new holding company if established will be one of the largest of the kind in the country. The Caldwell & Co. house owns the Missouri State Life, Inter-Southern Life of Louisville, the Shenandoah Life of Roanoke. Southwestern Life of Dallas, Home Accident, Home Fire and Home Life, all of Little Rock, Southeastern Life of Greenville, S. C. Otis & Co. own the Monarch Fire of Cleveland.

It has been known that Caldwell & Co. have been anxious to have a multiple line organization of larger dimensions. In connection with Kidder, Peabeds & Co. f New York the two There was much interest among in-

tiple line organization of larger dimensions. In connection with Kidder, Peabody & Co. of New York, the two houses owned the Southern Surety and Southern Fire but sold these to the Home Securities Company, the holding company of the Home Fire of New York.

Otis & Co. started in 1899 and became prominent through organization of the Republic Steel Company with left.

which to fight the Bethlehem Steel for control of the Youngstown Sheet & Tube Co. It controls the Goodyear Rubber Company, Goodrich Rubber Company and is the banking house for the Firestone Rubber Company. Caldwell & Co. was organized in 1917 by Rogers Caldwell and has taken a prominent part in financing various southern institutions. About a month ago the Banco-Kentucky Corporation bought 50 percent of the stock of Caldwell & Co. well & Co.

Rogers Caldwell, commenting on newspaper reports concerning the new holding company, described them as "premature and inaccurate."

"While Otis & Co. and ourselves have had some discussion on insurance matters no details pertaining to the formation of a holding corporation have been worked out," Mr. Caldwell said. He admitted that he had been in conference with Mr. Daly but did not detail the nature of their conversations other than that they had discussed insurance matters.

Sussex Fire

The stockholders of the Sussex Fire of Newark have approved the recommendation of the directors that the capital be increased to \$1,000,000 by a stock dividend of 100 percent. When the \$500,000 is transferred to surplus, a net surplus of about \$1,000,000 is left.

VIEWED FROM NEW YORK

FORM NEW BROKERAGE FIRM

The firm of Stewart, Collins & Stew-The firm of Stewart, Collins & Stewart has been formed by Edwin Stewart, 3rd, Warren T. Stewart and B. M. Collins to conduct general insurance brokerage at 60 Beaver street, New York. Edwin Stewart, 3rd, is president; Warren T. Stewart, vice-president; B. M. Collins, vice-president, and Carl Russ, treasurer. In addition to the officers the directors include William E. Stewart, vice-president of the American of Newark; Albert G. Scherer, retired, and John Scott Keech, of New York. Edwin Stewart, 3rd, and Warren T. Stewart have been associated with the

Edwin Stewart, 3rd, and Warren T. Stewart have been associated with the H. W. Schaefer Company, insurance managers in New York City, for more than ten years and were vice-presidents and directors of that company. B. M. Collins is managing director of B. M. Collins & Co., of London and Manchester, Eng.

* * *

NEW YORK BLUE GOOSE ELECTS

Officers of the New York City Blue Officers of the New York City Blue Goose unanimously elected at the annual meeting in Newark, Monday, are: Most loyal gander, Edgar A. McCaskie; supervisor, Samuel A. Mehorter; custodian, Leon A. Watson, guardian, Henry Borchers; keeper, Clarence Axman; wielder, Max Buckenberger; delegates to the grand nest gathering at Rapid City, S. D., the most loyal gander and the wielder; alternates, Henry Zechlin and J. H. Doyle.

FELICITATE JUDGE CONWAY

FELICITATE JUDGE CONWAY

Former Superintendent Albert Conway of New York, who was sworn in as county judge of Kings county, Monday, held an impromptu reception in the court the following forenoon greeting a number of his many friends who called to extend felicitations. Notable among governing officials on hand were Commissioners H. P. Dunham of Connecticut and R. L. Foster of the Province of Ontario. Frederick H. Ecker, president of the Metropolitan Life, was also present, and was mong those who paid high tribute to the work of Mr. Conway during his incumbency of the inway during his incumbency of the in-

surance superintendent's office, and expressed regret at his retirement there-from. It is expected Governor Roose-velt will announce Mr. Conway's successor as superintendent within a few

FIELD CHANGES

Rex J. Klinkenborg

The Norwich Union has appointed Rex J. Klinkenborg state agent for North and South Dakota. Mr. Klinkenborg, who has established headquarters at Fargo, N. D., was for a number of years connected with a local agency in South Dakota and subsequently traveled the territory as special agent for Queen City Fire. His predecessor, David J. Hull, resigned some weeks ago to connect with the Hull agency of Fargo.

F. R. Nevin

F. R. Nevin of Chicago, special agent of the National Fire of Hartford in Illi-nois, has resigned.

Wilson A. Pryce

Wilson A. Pryce, who has assumed the Wilson A, Pryce, who has assumed the Ohio state agency of the Empire State of Watertown, has established headqurters at Columbus. He knows the Ohio field thoroughly, having traveled it for several years representing the Allemannia.

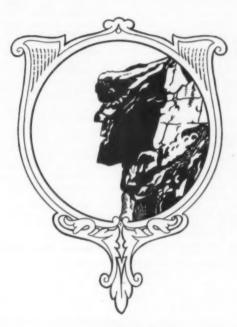
Howard S. Nulton

Howard S. Nulton, veteran of some 30 years with the Niagara and Maryland, has been appointed state agent for Virginia by the Fidelity & Guaranty Fire. His headquarters will be in Richmond.

Mr. Nulton just returned from a trip.

mond.
Mr. Nulton just returned from a trip
to Russia, which was part of a two
years' vacation spent in travel. He succeeds Godfrey C. Cheshire, who will
look after the company's interests in
North and South Carolina. Mr. Cheshire succeeds James E. Ray, resigned.

NEW HAMPSHIRE FIRE INSURANCE CO. MANCHESTER.N.H.



SIXTIETH PROGRESSIVE ANNUAL STATEMENT January 1, 1930

Assets	
United States Bonds	\$ 3,271,750.00
Dominion of Canada Bonds	265,610.00
Real Estate	381,500.00
Municipal and Other Bonds and Stocks,	
Mortgage and Collateral Loans	12,765,415.29
Agents' Balances	
Accounts Receivable	
Cash in Banks	668,532.55
	\$18,423,526.54

Cash in Banks	
	\$18,423,526.54
Liabilities	
Capital Stock Unearned Premium Reserve Reserve for Losses Reserve for Taxes, Expenses and Ott Liabilities Reserve for Dividends Declared and Unpair	5,554,489.49 657,857.87 her 569,000.00 d 137,876.44
Net Surplus	\$18,423,526.54

POLICYHOLDERS' SURPLUS \$11,504,302.74

AFFILIATED COMPANY

Granite State Fire Insurance Company Portsmouth, N. H.

"Cease Drilling," **National Board**

(CONTINUED FROM PAGE 3)

"Engineers of the board and of our members have made an investigation and it is their opinion that the interest of the property owners of your city and of the property owners of your city and of the stock fire insurance companies will only be safeguarded by prohibiting drilling within the city. By no other means will the danger of conflagration be minimized.

"Fire insurance now in force in your city was written at a premium charge

city was written at a premium charge based on the fire protection facilities provided and the normal hazards, but development of the new oil field cre-ates a changed condition affecting the interests of the property owners of your city and the insurance companies. "We feel it our duty to outline the

"We feel it our duty to outline the serious situation now confronting the members of this board, many of whom are greatly alarmed and may withdraw their indemnity. We, therefore, invite your earnest consideration of this matter and we assure you of our desire to cooperate with you in avoiding serious possibilities."

Agents Challenge Statements

Agents Challenge Statements

Agents of Oklahoma City have taken issue with the National Board in its findings, claiming that the Oklahoma City hazard has been "exaggerated" and that statements have been "unfair and unjust." The resolution requests that companies "take no step nor adopt any policy relative to the situation in Oklahoma City, without giving the matter the fullest consideration, based on the facts as they actually are."

Specifically the Oklahoma City agents take issue with the statement that during nine months of the year the wind blows from a direction which would turn the oil spray and gas from discharging wells into the settled districts of the city. The agents declare that the oil field is east and south of the

city and that the prevailing wind is

city and that the prevailing wind is from the southwest.

Furthermore the agents dispute the statements of the National Board as to the velocity of the wind, claiming that the weather reports show the wind velocity there has reached 20 miles or more an hour on the average of 91 days a year and then only for short intervals. Again the agents maintain that the gas pressure is getting lower in the wells in the north part of the field and that a large percent of the \$300,000,000 liability, which the National Board estimates is involved, "is not and cannot be affected by drilling."

National Board engineers made their report on favorable and unfavorable winds from the annual tabulation of the United States Weather Bureau. For the 12 months past to June, 1929, the engineers found that the wind blew from the south for 145 days, and from an unfavorable quarter 196 days or more than half the time. The winds were declared to hold an unfavorable direction during the storm season, as, for example, June, 1929, there were nine electrical storms during the month and the wind was from the south or southeast for 21 days of that month. nine electrical storms during the month and the wind was from the south or southeast for 21 days of that month. On only two days during these storms was the wind in a favorable direction. The winds reach a velocity of 50 miles an hour, but this high wind is rare. A wind of over 25 miles an hour for a long duration is not common. An average velocity of about 10 miles an hour from a southerly quarter for about three-fourths of the year is the average. Favorable winds are declared to be general only through the short winter season.

consumed half the insurable values in consumed half the insurable values in the town would be equal to the payments made after the San Francisco fire. The dwelling section of the town would lend itself to a conflagration as did Jacksonville, Fla., Nashville and several Texas cities independent of any oil well hazard.

several Texas cities independent of any oil well hazard.
While the engineers admit that there has been a slight reduction from the high gas pressure at the north end of the field, it may be said that even if the pressure were reduced by 33½ percent it would still remain a most dangerous factor. Oil soaked ground might as a result of water being thrown upon it carry a floating fire through substantial territory into property seriously. into sewers, jeopardizing

Physical Moral Hazard

Ignoring the factor of pressure, it may be said that in the drilling of oil wells where the pumping required subjects surrounding property to a grave hazard, creates a nuisance, and develops a moral hazard, which does not imply that anyone would set a torch to property but rather that there would be a lack of incentive to keep property in repair, thus tending to create a physical moral hazard in property itself.

The Oklahoma City oil field was discovered by deep drilling at some distance south of the city in December, 1928. The oil bearing strata is found close to 6,500 feet below surface, making it one of the very few deep fields of the country. The initial rock pressure is from 2,200 up to 2,500 pounds per square inch. It is exceeded in pressure only by the Kettleman Hills field of California. The oil is of high quality and is accompanied by large quantities of gas.

During the short period since oil was

tities of gas.

During the short period since oil was discovered in this pool it has produced 21,885,203 barrels of oil under restricted flow. There are 273 wells producing, several of which predominate in gas or are only gas producers. There are now 346 new wells being set up or drilling and new locations are being

made every day.

made every day.

Some observers declare that control of hazards would be simple if it were not for the extreme high pressure at which the wells come in. The best materials, care and supervision may not always be adequate to control a well. Fittings are cut, damaged or blow out at the critical time and for this reason there is always a potential hazard.

Material failures have been due to sand cutting. One well blew itself in at a time before the master gate had been put in place. This premature blowing is supposed to have been caused by weak slurry mixture. In this case about 350,000 barrels of oil were scattered over the landscape for

were scattered over the landscape for several miles.

Gas craters are to be expected in this field if a well is not finished properly at the bottom. A crater is due to the gas blowing its way through the oil outside of the well. It may happen from a break in the casino some distance below the ground. One such accident has happened in this field.

Oil spray over a wide area is given off with a completion of every well. This spray goes up about 150 feet and to great distances, depending upon the

FIELD MEN DISCUSS SITUATION

OKLAHOMA CITY, July 2.—Following the regular Oklahoma Blue Goose luncheon Monday the meeting was turned over to C. T. Ingalls, manager Oklahoma Inspection Bureau. The object of the meeting was to discuss the serious danger from fire and explosion accruing from encroachment of the adjacent oil field developments within the city limits.

city limits.

W. W. Ellis, assistant to the general manager of the National Board, and Wallace Rogers, representative of Gale Wallace Rogers, representative of Gale & Pietsch, outlined details of an advertising campaign recommended by the National Board to acquaint the public with the increasing danger and the insurance companies' position in the

PATRONS ARE REQUESTED TO FAVOR THE COMPANY BY CRITICISM AND SUGGESTION CONCERNING ITS SERVICE

CLASS OF SERVICE

This is a full-rate Telegram or Cable-gram unless its de-ferred character is indicated by a suitable sign above or preced-ing the address.

WESTERN UNION

SIGNS DL = Day Letter NM = Night Messa NL = Night Letter LCO = Deferred Cable CLT = Cable Letter WLT = Week-End Letter

Received at Patterson Bldg., 28 So. Jefferson St., Dayton, Ohio Always 1930 JUN 13 PM 1

DAB 16 26 = PU NEW ARK NJ 13 1213 P

WALTER G SHANNON=

STATE AGENT COLUMBIA BLDG DAYTON OHIO=

MARKED IMPROVEMENT IN BUSINESS CONDITIONS EXPECTED IN JULY

STOP BE PREPARED TO CONTINUE DEMONSTRATIONS THAT AMERICAN

FIELD MEN CAN SELL NET EARNINGS PROTECTION IN ANY LOCALITY=

THE AMERICAN INS CO.

AS SEEN FROM CHICAGO

DEDICATE GLIDDEN ROOM

The Glidden memorial room in the Insurance Exchange, Chicago, a most handsomely and exquisitely appointed room arranged by the Chicago Board in memory of its former general manager, H. H. Glidden, was dedicated last Thursday. This will be the room in which the executive committee and other committees of the board will meet. It will also be a conference place for small groups. O. E. Aleshire, former president, spoke at the close of the executive committee meeting when all the officers, a number of former presidents and others were present in tribute to Mr. Glidden. President F. J. Sauter unveiled the bronze plaque, the work of Emory P. Seidel of the Chicago Art Institute. A tribute to Mr. Glidden accompanies the plaque. The memorial resolutions committee consisted of Fred W. Moore, chairman; O. E. Aleshire, H. G. Buswell, Lyman M. Drake, J. M. Newburger, C. S. Pellet, Fred J. Sauter and Allan I. Wolff, all being ex-presidents except Mr. Moore and Mr. Newburger. Mr. Glidden's family was represented at the imposing ceremonies by Jay S. Glidden, associate manager of the Chicago Board, Mrs. Glidden and their son, Richard, and Mrs. Henry L. Glidden. Henry Glidden was on the Pacific Coast and could not attend. The flag covering the plaque was presented to Richard Glidden.

* * * handsomely and exquisitely appointed room arranged by the Chicago Board in

TAX CASE TO HIGH COURT

With hearing of evidence and argu-ments in the Franklin National case conducted in Cook county circuit court, conducted in Cook county circuit court, the avenue is clear for submission of the question involved to the Illinois supreme court in October. The Franklin case will test the position of 17 carriers, which have not settled the Cook county net receipts tax from 1923-27. Attorney Fred D. Silber is directing the litingation

The litigation is testing constitutional features and questioning the power of the Cook county board of review to assess the companies merely on belief.

NO EXTRA COMMISSION PAID

Inasmuch as one of the daily papers in reporting the joint field conference of the Western Insurance Bureau field clubs at Lake Wawasee last week stated that a representative asserted that some Western Underwriters' Association companies were paying 5 percent extra

WANTED

Special Agent in Ohio having Western Under-writers Association affiliations. Good oppor-tunity for high grade man. Only one with experience and agency extension ability need apply. Address giving full details. Address P-92, The National Underwriter.

Field Man Wanted

An established Oklahoma General Agency writing multiple lines desires the services of an aggressive wide awake field man who can produce and make agency appointments. An investment of \$5000.00 required for an interest in a growing business with wonderful opportunities for further development. Give references, age, etc., and full details of your qualifications. Address P-93, The National Underwriter.

Office Space Available

Casualty office in Insurance Exchange, Chicago, will share space with agents or brokers. Fire insurance facilities desired. Address P-86, The National Underwriter.

Wanted

State Agent for Illinois, outside of Chicago and Cook County, by Fire Company having an estab-lished agency plant. Give age, experience and ap-proximate salary desired in first letter of applica-tion. All applications will be treated confidential. Address P-94, The National Underwriter.

commission for prompt payment of bal-ances in Michigan, it was felt necessary ances in Michigan, it was felt necessary for the latter organization to take official cognizance. The office of the Western Underwriters Association states that under no condition is any member allowed to pay a commission of this character. It is not authorized in any way and would be a violation of the rules. Members have been asked to rules. Members have been asked to state whether they have paid any such commission. The report is very gen-erally discredited in Western Under-writers Association circles.

SAFETY FIRST FIRE QUITS

The Safety First Fire of Chicago has been placed in the hands of the Illinois attorney general for voluntary dissolution. Its statement as of 'Dec. 31 showed assets \$181,505, premium reserve \$22,575, capital \$100,000 and net surplus \$56,763. When it commenced business it took over the Bohemian Mutual Fire. The directors are former members of the Bohemian Mutual. It operated only in Illinois.

INSURANCE STOCK COMMENT

Commenting on the insurance stock market situation, Howard W. Cornelius of H. W. Cornelius & Co., of Chicago

of H. W. Cornelius & Co., of Chicago says:

"Insurance stocks started the week at prices generally slightly better than prevailed the preceding week. Considerable inquiry was displayed on the buying side, especially among the medium-priced issues. That the market was, on the whole, rather thin was apparent from the scarcity of stock on fair sized buying orders.

"The comparison in bid prices quoted below shows market changes in a few of the more active representative issues:

June 24 June 30 Change

June 24 June 30 Change

Aetna Fire	. 56	56	
Aetna Life	. 75	79	+4
Great American	29	31	+2
Hartford Fire	. 67	69	+2
Hanover Fire	39	4.2	+3
Home, N. Y	. 39	41	+2
National Libert	y 12	121/2	+ 1/4
Phoenix, Conn	. 75	77	+2

PLANS OF THE ROYAL

United States Manager Warner of the Royal called in the western department field men to confer with him and other officials in New York this week following the announcement that the western department after Aug. 1 would be located at the United States head-quarters at 150 William street, New York. The field men were told the reasons for the change and plans were explained to them of operating in the future whereby executives will keep in close contact with the territory. Mr. Warner will be in Chicago. next week. Horace W. Boyd is made the Chicago metropolitan district manager and will be the executive in that city. G. C. Peterson, head of the improved risk department, will be his assistant. W. L. Lerch, deputy manager, will retire from the service of the Company to become manager of the Grain Association. H. L. Dalton, assistant manager, who was connected with the old central departmanager of the Grain Association, H. L. Dalton, assistant manager, who was connected with the old central department at Cincinnati, and has been with the company upwards of 40 years, is put on the retired list. Assistant Managers E. W. Hotchkin and H. F. Gregg and Agency Superintendent E. H. Hill will go to New York. The Royal has about 225 employes in its western department. Perhaps 75 including the executives will go to New York. The management is showing every consideration in dealing with the members of its staff. members of its staff.

John Rygel, superintendent of agencies in the western department of the Han-over Fire, is on an automobile trip with his family in Wyoming and other Rocky Mountain sections.

* * *

False Arrest Insurance for Department Stores

Policy Pays Attorneys' fees Witness fees Court costs
Other incidental
expenses
85% of judgment

Policy Limits \$10,000/\$30,000

Policy Rates Reasonable, based on gross sales, class and location of store

EPARTMENT stores realize the need for protection against claims arising from false arrests or malicious prosecution. These claims are constantly increasing.

Insurance is now available under a copyright policy in the St. PAUL MERCURY INDEMNITY that protects merchants against just such claims. This policy offers agents and brokers an entire new field of income from stores and merchants.

Written through any agent or broker-rates and complete information upon request.

D. A. FISHER, INC.

Policy Copyright By Allan Fisher

General Agents for United States FISHER BLDG., MEMPHIS, TENN.

Suppose you have a fire tonight

POLICY N	и. J 58426.
Assured	Dag by 11 M D . 10 April 2 D S S S S S S S S D S D D D D D D D D
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FIRE INSURAL St.	AND MARINE NCE COMPANY PAUL, MINN.
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A. F. SH. Insurance 75 Maides	AW & COMPANY, Inc. Enchange, Chicage, III. OR a Lase, New York, N. Y. ne Office of the Company at St. Paul, Minn.
See instructions he	aded "Important" on back hersel.

Our New Jewelry Policy

is the most liberal contract obtainable

New Features Are:

- 1. Elimination of Clause giving In-. surance Company sole option to replace articles for which claim is being made.
- 2. Losses paid seven days after acceptance of Proof.
- 3. Breakage of brittle articles included under the policy.
- 4. No Co-insurance Clause.

INSURE WITH THE ST. PAUL TO HAVE THE BEST OF ALL

A. F. Shaw & Co., Inc.

INSURANCE EXCHANGE CHICAGO, ILL. WABash 1068

75 MAIDEN LANE NEW YORK CITY Beekman 4546

MOTOR INSURANCE NEWS

Revisions Along Many Lines to Be Considered by Board of Insurance Commissioners July 15

AUSTIN, TEX., July 2.—Public hearing on requested revision of several items in automobile rate schedule has been set by the Texas board of insurance commissioners for July 15. Revision of rates, rules and classifications in sion of rates, rules and classifications in the fire and casualty manuals are the first two topics listed. Others include erection of classification of rates and rules for farm owners and operators; experience and merit rating for public liability and property damage coverage for dealers; experience rating on certain risks; fleet rating for fire and theft; change in age groups of fire and collision; change in interurban bus rule, public liability and property damage; private automobiles used by real estate and land dealers; real estate dealers' bus rule; change in age limit of operators; increase in property damage limits;

TEXAS RATE HEARING IS SET | change in classification of commercial change in classification of commercial cars, particularly newspaper publishers; reduction in plate glass rates; towing coverage; new deductible collision coverages; \$50 deductible pilierage endorsement; collision rate for driveaway risks; territorial changes; change in flood and rising water endorsement; suspension endorsement of furniture warehousemen; standard statistical blanks; damage by falling aircraft and elimination of bumper credit in collision. of bumper credit in collision.

TO HOOK UP WITH DEALERS

Automobile Claims Association Announces Plan for Saving Money on Repair Bills

The Automobile Claims Association, recently organized in New York, has announced its plan for obtaining more economical adjustment of losses. At the same time it was announced that between 80 and 90 companies have agreed to join the association and that C. S. Trecartin, Agricultural, is secretary.

The first feature of the plan, which is to be put into effect early in July, is that insurance companies will attempt to assign all automobile repair work to service stations of those automobile dealers who accept the plan.

Furthermore, the dealers are to supply a list of service stations showing a master "contact" man for each make of automobile. The contact man will be responsible for estimates given not only by the master service stations but those of its subsidiaries.

The dealers will prepare itemized statements to cover the work for which the insurance company may be liable.

If a customer requests additional work, it will be handled as a separate

If a customer requests additional work, it will be handled as a separate

item.

Labor charges will be at the same rate as charged to any customer. The dealer will submit a uniform towing plan for the approval of the insurance com-

No charge will be made by a dealer for outside estimates made at the re-quest of an insurance company.

The dealers will help an insurance company in locating a used car of equal value to replace car which has been totally destroyed, whenever an insurance company may decide to make such a replacement.

Whenever possible for the dealer to ascertain the name of the insurance

company liable for the loss, the dealer shall immediately notify the adjuster for shall immediately notify the adjuster for the insurance company so that the ad-juster may make a prompt inspection of the car. The insurance company should give the names, addresses and telephone numbers of their adjusters. Two referees have been appointed to

represent the dealers in any dispute over

represent the dealers in any dispute over repair bills.

The National Bureau of Casualty & Surety Underwriters and the National Automobile Chamber of Commerce are in close touch with the new organization with a view to extending the system country-wide if it is successful in New York

RATE REDUCTION PROPOSED

For Fulfillment of Certain Conditions Finance Accounts Would Be Granted 10 Percent Bonus

Correction of some evils in the automobile finance business appears likely with submission by the National Automobile Underwriters Association to its members of a proposed rate reduction arrangement for finance companies. The plan is to offer for finance accounts automobile master policy forms which would include conditions permitting a 10 percent reduction from manual rates. Submission of this proposition to members follows a poll in which the members favored the 10 percent rate reduction, which was one of three alternate proposals. The plan now in the hands of the companies is the development of the rate reduction idea. The companies are asked to report their views on the plan, to suggest corrections or amendments. Correction of some evils in the auto-

or amendments.

It is proposed that in order to qualify for the 10 percent rate reduction that the finance company shall guarantee payment of all premiums. Furthermore, the named assured must agree to investigate and premium and the state of the state tigate each purchaser and give a copy of the investigation to the insurance company if it is required.

Must Vouch for Registration

Moreover, the finance company must agree to furnish the purchaser in states where it is mandatory a copy of the insurance memorandum. The finance company must warrant that each automobile insured has been registered in the state.

If the state has a certificate of title law, the certificate shall specify that the named assured is the legal owner and that the purchaser named in the certifi-

The finance company must warrant that all legal requirements for recording of conditional sales have been complied with and that the mortgage or lien

with and that the mortgage or lien agreement is regular.

When any notice of cancellation is given to the insurance company, the finance company must promptly and duly notify and account with the purchaser or any other party at interest.

Finally the finance company in order to obtain the reduction must hold the insurance company harmless against all claims made by the purchaser or other parties at interest due to any neglect on the part of the finance company to comply fully with the foregoing agreement.

The principal criticism of this arrangement has been that it seems to offer an insurance advantage to the installment buyer over the buyer who purchases outright.

Indiana Approves Rates

The 1930 automobile rates of the Na-The 1930 automobile rates of the National Automobile Underwriters Association will become effective in Indiana July 14. Because automobile rates in Indiana must be filed with the department, the new rates do not go into force there until after they have been promulgated in most of the other states. Kanada and the state of the st sas, another filing state, has already ap-proved the 1930 rates with certain modi-

INCORPORATED 1799

PROVIDENCE WASHINGTON INSURANCE COMPANY

of Providence, R. I.

Capital, \$3,000,000

Net Surplus, \$13,010,813

INCORPORATED 1832

VIRGINIA FIRE AND MARINE INSURANCE COMPANY

Richmond, Va.

Capital, \$500,000

Net Surplus, \$1,408,098

INCORPORATED 1928

Anchor Insurance Company

Providence, R. I.

OWNED AND OPERATED BY THE PROVIDENCE WASHINGTON INSURANCE CO.

Capital, \$500,000

Net Surplus, \$808,637

WESTERN DEPARTMENT

175 W. JACKSON BLVD.

CHICAGO

J. R. CASHEL, Manager

INSURANCE STOCK OUOTATIONS

By H. W. Cornelius & Co., 105 South La Salle St., Chicago, as of June 30

			Div.				Div.
			per				per
Stock Par	Bid A	sked !	Share	Stock Par	Bid /	Asked	
Aetna Cas. & S 10	125	135	1.60	Knickerbocker 5	27	31	1.50
Aetna Fire 10	56	58	12.00	Lincoln, N. Y 10	35	40	2.40
Aetna Life 10	79	82	†1.20	Mass. Bonding 25	110	120	4.00
Agricultural 25	110	125	4.00	Merchants, Com., 10	80	85	
Allemannia 50	150		12.50	Merchants, Pfd100	112		7.00
American Alliance 10	30	33	1.60	Merch. & Mfrs 5	19	21	1.00
Amer. Equitable., 5	18	23	*1.50	Metropolitan, Ill., 10	10	12	1.00
American 5	18	191/2	1.00	National Cas 10	18	20	1.20
Amer. Reserve 10	52	57	4.00	National, Conn 10	68	70	†2.00
Amer. Surety 25	110	114	6.00	National Liberty. 5	12	13 1/2	*.50
Automobile 10	35	37	1.80	National Union100	230	250	12.00
Balto. American 5	18	20	*.60	National Surety 50	74	76	5.00
Bankers & Ship 25	105	120	6.00	New Brunswick 10	24	28	1.50
Boston100	700	750	16.00	New Century Cas. 50	75		6.00
Brooklyn 5	17	20	1.20	New England 10	35		1.00
Carolina 10	27	29	1.50	New Hampshire 10	54	58	*1.60
Central West Cas. 50	46	52	2.00	New Jersey 20	40	50	2.50
†Chgo. F. & M 10	13	15		New York Fire 5	18	21	1.20
City of N. Y 100	500	525	16.00	Northern, N. Y 25	100	110	4.00
Constitu. Indem 10	9	12	.50	North River 10	48	53	†1.80
Continental Cas 19	35	37	1.60	N. W. National 25	100	108	*5.00
Continental 10	55	57	2.40	Occidental 10	22 1/2		
Detroit Fid. & S 50	25	30	4.00	Pacific Indem 50	200	215	6.00
Detroit Natl 25	25	30	1.25	Peoples National. 5	12	14	*1.00
Federal, N. J 10	63	70	†2.00	Philadel. Natl 10	18	22	1.20
Fidelity & Dep 50	170	175	9.00	Phoenix, Conn 10	77	80	†2.00
Fidelity-Phenix 10	63	65	2.60	Preferred Acci 20	60	65	3.00
Fire Association. 10	34	36	2.50	‡Presidential 25	30	34	40.00
Fireman's Fund 25	92	96	5.00	ProvWash 10	64	66	12.20
Firemen's 10	32 1/2	34 1/2	2.20	Reliance 10	14	16	1.20
Franklin 5	29	33	* * *	Republic 10	21	24	2.00
Ga. Casualty 5	* : :	15	2 00	Rhode Island 10	28	32	1.20
Glens Falls 10	53	56	1.60	Rochester-Amer 10	45 29	31	2.20
Globe & Rutgers. 100	910 28	940	24.00	Rossia 10	32	35	
Great Am. Indem. 10	31		1.00	Security, Conn 10 Springfield 25			1.40
Great American 10	11	32 1/2	1.60		140 200	145 210	*5.00
Great Lakes 10	21	23	1.00		45	50	12.00
Halifax 10 Hanover 10	42	44	1.60	Stuyvesant 25 Sun Life100	2225	2375	25.00
	25	29	1.50	Sylvania 10	18	21	1.50
	69	71	†2.00	Transportation 10	10	14	1.00
Hartford Fire 10 Htfd. St. Boiler 10	60	65	11.60	Travelers100	1225	1265	24.00
Home, N. Y 10	41	43	12.00	U. S. Casualty 25	68	73	4.00
	19	21		Victory 10	14	16	1.20
Home Fire Sec 10 Homestead 10	20	22	1.00	Westchester 10	50	53	2.50
Import. & Export. 25	48	53	4.00	Trestenester 10	00	00	2.00
Independ. Indem 5	8	10	*.00	*Extra dividend pai	d.		
Independ. Fire 5	7	9		†Indicated on new			
Ins. Co. of N. A 10	66	68	•2.00	INew.			
1110. 00. 01 14. 21 10	30	-0		1 4010111			

Many Matters Up for Debate

(CONTINUED FROM PAGE 3)

mission to the producing agent and, in addition, pay the resident agent his overriding commission.

"This promise seems entirely justified in view of the fact that all business of the type written by the board formerly paid 20 percent, or higher commission, and the producing agent has therefore accepted a decided cut in his income by reason of the formation of the board, even where he receives the full 15 percent. This subject undoubtedly will receive careful attention in the deliberations of the executive committee."

receive careful attention in the deliberations of the executive committee."

Chairman Goodwin will preside over the Chicago sessions, which will be attended by President Clyde B. Smith, Secretary-Counsel Walter H. Bennett, W. B. Calhoun, chairman of the finance committee, and the entire executive committee, consisting of Fred M. Burton, Galveston; Charles L. Gandy, Birmingham; R. P. DeVan, Charleston, W. Va.; George W. Carter, Detroit; Harry L. Manchester, Cleveland; E. J. Cole, Fall River, and J. W. Rose, Buffalo.

Louis Geldert Maintains That He Is Still Living

Mark Twain, at one time when he read his obituary in a paper that chronicled him as being dead, after he perused the laudatory observations, in writing to the editor said, "Your account is slightly exaggerated. I am still alive." In connection with the reference to the election of Howard Geldert of Atlanta to the presidency of the Georgia Association of Insurance Agents it was stated that his brother, the "late Louis N. Geldert" was at one time business manager of the old "Insurance Herald" of Louisville and later became its owner, the interest of Young E. Allison having been purchased." Louis N. Geldert objects to being referred to as the "late Louis N. Geldert." He states that if he is no longer living he does not know it himself. Mr. Geldert is president, editor and general manager of the "Cotton Oil Press" of Memphis, Tenn., a journal of the oil milling industry. He left the insurance newspaper field to engage in life insurance and later took up trade newspaper work. and later took up trade newspaper work.

Would you measure with an old shoe?

Would you ever think of measuring anything you were very exacting about with an old shoe? Preposterous—yes, we know it is.

It is also preposterous when insurance men endeavor to measure by guesswork the amount of insurance needed on property. It can't be done.

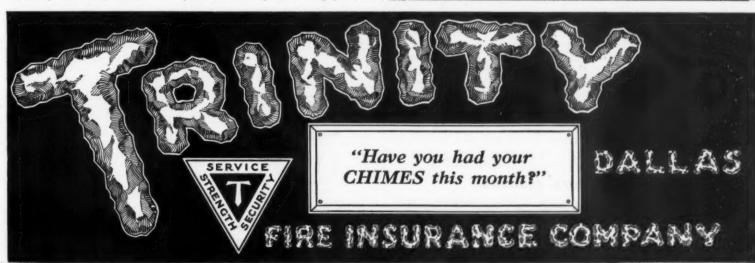
To adequately protect property you must have a definite unit of measurement-a unit that will determine the true insurable value. This can only be done thoroughly by means of an appraisal.

Discard antiquated property measuring units-insist upon a Lloyd-Thomas ap-

The lloyd-lhomas Co.

APPRAISAL ENGINEERS

4411 Ravenswood Ave., Chicago 120 Broadway, New York



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THE NATIONAL UNDERWRITER

Published every Thursday by THE NATIONAL UNDERWRITER COMPANY, Chicago Cincinnati and New York. EDWARD J. WOHLGEMUTH, President; JOHN F. WOHLGEMUTH, Secretary: HOWARD J. BURRIDGE, Vice-President and General Manager; NORA VINCENT PAUL, Vice-President; WILLIAM A. SCANLON, GEORGE C. ROEDING and O. E. SCHWARTZ, Associate Managers

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Entered as Second-class Matter April 28, 1928, at Post Office at Chicago, Ill., Under Act, March 3, 1879

Subscription Price \$4.00 a year; in Canada, \$5.00 a year. Single Copies 20 cents.
In Combination with Life Insurance Edition, \$5.50 a year; Canada \$7.50







An Ally in the Oil Fight

is heartening to the NATIONAL BOARD and its members, who are fearful of the hazard created by the drilling of deep, high pressure oil wells within the corporate limits of Oklahoma City. conducting a lone fight as they have so often in the past.

With these influences exerting pressure, hope exists that the oil lust of Oklahoma City may be cooled.

Being an expression which insurance men will welcome, we are herewith reproducing the "Daily Oklahoman" editorial:

"In all probability nothing but a complete demonstration can ever convince the owner of a city lot that all the oil which could possibly be drawn from his property cannot ever compensate him for the damage done by drilling. And the end of the demonstration naturally will come when the damage is irreparable. The damage to the city as a whole also will be irreparable if the march of the derricks across the city goes unstayed.

'As matters stand this morning thousands of citizens honestly believe that collossal fortunes may be won by drilling out the lots they own. Drilling operations are moving steadily toward the heart of the city. The menace from oil and gas is gathering strength to subthe danger of destruction. Official effine it to narrow spaces represent noth-

An editorial, "Dallying With Danger," seems to be entirely impotent, if not in-which appeared in the "Daily Oklahoman," deed willing to leave the issue to belated high court action while the danger to the city is multiplying a hundred fold.

"Serious questions present themselves as a populous city becomes more and more imperiled as the frenzied days of With the support of a strong local drilling come and go. Has the city no newspaper and of oil trade journals, power to protect itself from a developthe fire insurance interests will not be ment which may easily become the advance agent of an unimaginable catastrophe? Do the laws of our country require tens of thousands of people to remain helpless while their property is jeopardized and the very lives of their loved ones subjected to the dangers of conflagration? Are our city authorities willing or determined to mark time and take no preventive action until it is entirely too late to take any effective action at all?

"Evidently it is wasted effort to appeal to the forces of frenzied development. Already they have manifested complete indifference to all interests except their own. They dismiss all pleas for protection with the one assertion that every lot owner has the absolute right to lease his property and solicit the earliest drilling possible. Perhaps But there are those who deny the right of the few to bring extreme disservice to the many, to bring ruin to thousands of homes throughout the city, to hand the threat of fire and death above 10,000 doorways, to issue threat of violent death to the women and babes of Oklahoma City. Not even for ject vast areas if not the entire city to the sake of a few hundred dollars has any city or any company the right to forts to withstand the danger or con- destroy homes and roast helpless people. In the realm of decency there is a ing but futility. And public authority limit to the greed for gold."

Horrors! Horrors! Horrors!

He is to speak on "Cooperation." Get vaded by a mutual.

A MUTUAL man, general agent of the out the bludgeon, whimyard, hasgere MERRIMAC MUTUAL, appears on the pro-gram for the New England Association the "Big Bertha" and "Brown Bess." OF INSURANCE AGENTS' annual meeting. Let's not allow the precincts to be in-

PERSONAL SIDE OF BUSINESS

Mrs. William M. Murray was managing director of the fifth annual horse show at Wheaton, Ill., last Sunday. This is one of the great social events of the Chicago district. The s tracted a number of famous The show at tracted a number of famous norses.
There were many notables present. Mrs.
Murray's husband is a member of the
local agency of Jens, Murray & Co. of

E. M. Ackerman, secretary of the Insurance Federation of Illinois and former insurance newspaper man, in addition has taken on the duties of editor and proprietor of "The Insurance Exchange," monthly publication issued in Chicago. Chicago.

W. C. Sonnen, the newly elected president of the Illinois Fire Underwriters Association, has been Illinois state Association, has been Illinois stragent of the Liverpool & London agent of the Liverpool & London & Globe for the past ten years. Prior to that he was with the National Inspection Company in Illinois for three years. He got his early insurance training in the western department offices of the Great American and the North America. He has served as president of the Illinois Fire Prevention Association. He is a son of W. J. Sonnen, manager of the brokerage department of the St. Paul F. & M. in Chicago, who was at one time president of the Illinois State Board.

In the observance of his 50th birth-In the observance of his 50th birth-day, Chester E. Ford, for 32 years in the insurance business in Des Moines, was honored at a dinner there Friday night. Seventy-five friends and associ-ates were present. Speakers on the pro-gram included Commissioner Ray Yen-ter, Joel Tuttle and Frank Warner.

Mrs. Charles E. Sheldon of Rockford, Ill., announces the marriage of her daughter, Janet Barbara, to O. G. Williams. Mr. and Mrs. Williams will reside at Farmington, Conn.
Miss Sheldon is the youngest daughter of the late Charles E. Sheldon, western manager American. She graduated from Vassar and is an accomplished pion.

Vassar and is an accomplished ist. Mr. Williams is a gradua ist. Mr. Williams is a graduate Massachusetts Institute of Technolog and is vice-president of the Wm. L. Gbert Clock Company, Winsted, Conn. Technology Wm, L. Gil-

Thomas M. Henry, former insurance commissioner of Mississippi, who served in that capacity for 24 years, died in Jackson June 28,

Robert James McKnight, 73, retired president of the old Pittsburgh Fire, died last week. He had spent his entire business career of 57 years with the Pittsburgh Fire, retiring in 1913.

Cleve Willcoxon, special agent for the A. F. Irby Company of Atlanta, was operated on for appendicitis last week and is on the road to recovery. Willcoxon travels Georgia and

Aubrey L. Owen, special agent in Virginia and the District of Columbia for the Alliance and Philadelphia Fire & Marine, has been called to the home office for several weeks to assist in underwriting work during vacation period. Mrs. Owen is now traveling in Europe.

I. C. Sparks, state agent St. Paul in Arkansas, has again gained the attention of newspaper humorists because of his name. The latest humorist to discover Mr. Sparks was Ripley, who draws the cartoon, "Believe It or Not" for the Hearst newspapers. Mr. Sparks appeared in the Ripley cartoon with cigar in mouth and with the caption, "I. C. Sparks is the state agent of the St. Paul Fire Insurance Company." Mr. Sparks some years ago attracted the attention of the conductor of the "Line o' Type or I. C. Sparks, state agent St. Paul in

Two" of the Chicago "Tribune." He has also been kidded by his colleagues because "Sparks" is the name of the St. Paul's house organ.

H. G. Hoffman, well known insurance man of Mt. Sterling, Ky., has a unique reputation. The chamber of commerce in his town was organized in 1917 and he was chosen president. Subsequently the membership began to dwindle until he is the only man left. He still maintains the organization.

Platt Whitman, former of Wisconsin, former insurance Platt Whitman, former insurance commissioner of Wisconsin, has been selected by the regular third district Republican conference as its candidate for congress. Mr. Whitman was the only candidate named. It is understood that he had contemplated a European trip summer which he will forego to make the canvass.

Miss Anne M. Glascott of the Com-mercial Union head office in New York was honored by the officers and other associates on the occasion of her retirement from active service. She had the distinction of serving under five successive United States managers covering a long period. She was presented with a handsome wrist watch together with other tokens. Miss Glascott's work has been highly intelligent and she has been very faithful in her service.

C. I. Kehoe, president of F. D. Hirsch-C. J. Kehoe, president of F. D. Hirschberg & Co., and Thomas J. Dooley of the Insurance Agency Company, two of the best known insurance agents in St. Louis, were painfully injured when an automobile driven by a woman crashed into Mr. Dooley's car at a boulevard intersection. into Mr. Dintersection.

intersection.

The woman failed to stop for the boulevard. She carried no insurance, explaining that she couldn't afford to pay the premium for such protection to other users of the streets. Missouri has no users of the streets. Miss financial responsibility law.

Guy Wilkerson, a former member of Wilkerson & Cowan of Atlanta, who retired to regain his health, was in Montgomery, Ala., last week. He recently returned from a visit to South America.

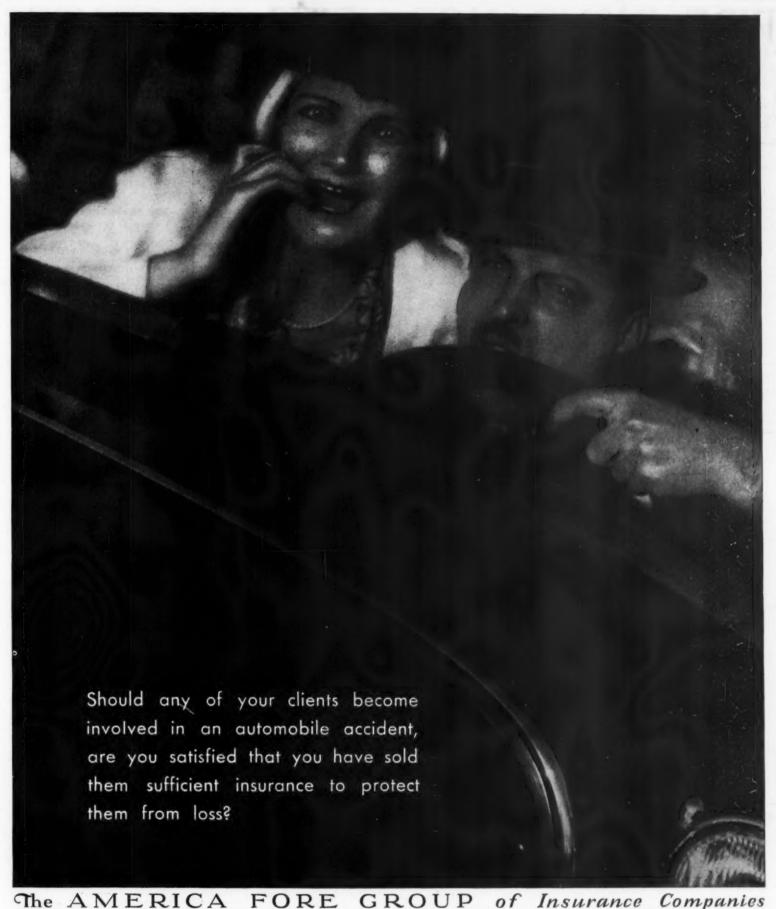
C. J. Doyle, associate general counsel of the National Board, has been chosen by the Illinois State Historical Society to deliver the address July 5 at the dedication ceremonies of the monument recently erected by the state of Illinois in memory of Stephen A. Douglas.

Frank G. Snyder, head of Snyder Frank G. Snyder, head of Snyder Brothers general agency at Louisville, went to St. Joseph's Infirmary in his city last week preparatory to having his eyes operated on for cataract. Mr. Snyder has been almost blind for the last few years due to this affliction. He has been in the insurance business for 35 years and is one of the best known men in his section. men in his section.

Mr. Snyder underwent an operation on one of his eyes Monday and will have an operation on the other in a few days.

Thad Robison, Hastings, Neb., special agent for the Cavanaugh Company, general gents at Omaha, was drowned at Reed's Lake in the sandhills of Nebraska June 21 while on a fishing trip. Mr. Robison and another salesman were caught in a sudden storm and their boat was capsized. He was well and favor-ably known throughout the South Platte ably known throughout the South Flatte territory where he has traveled for the past seven years. He was formerly in the banking business at Minden, Neb., and the burial was at that place.

W. H. Lininger, western co-manager Springfield, returned to his desk Tues-day after a month's absence following an operation. Mr. Lininger received treat-ment at the Evanston, Ill., hospital.



The AMERICA FORE THE CONTINENTAL INSURANCE COMPANY AMERICAN EAGLE FIRE INSURANCE COMPANY

FIDELITY-PHENIX FIRE INSURANCE COMPANY NIAGARA FIRE INSURANCE COMPANY FIRST, AMERICAN FIRE INSURANCE COMPANY MARYLAND INSURANCE COMPANY OF DELAWARE ERNEST STURM, Chairman of the Boards
PAUL L. HAID, President

New York, N.Y

Eighty Maiden Lane.

THE FIDELITY AND CASUALTY COMPANY ERNEST STURM, Chairman of the Board WADE FETZER, President

CHICAGO

SAN FRANCISCO

DALLAS

MONTREAL

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

ORGANIZING LIFE COMPANY

Central Manufacturers Mutual Now Getting Capital of General Mutual Life Subscribed

The Central Manufacturers Mutual Fire of Van Wert, O., is now offering stock of its new life company, the General Mutual Life of Van Wert, each share to be sold at \$175 with \$100 par. Under the laws of Ohio it is impossible to organize a purely mutual company. A stock company can be organized and the capital later retired. The minimum capital is \$100,000. The Central Manufacturers Mutual states there will be no stock selling expense. Much of the stock is being taken by agents of the Central Manufacturers Mutual and its associates. Dividends on the capital are limited to 10 percent. In the articles of incorporation provision is made for the retirement of the stock at \$250 a share. The articles also provide for the repayment of the \$75 a share contributed to surplus by the stockholders. All the legal formalities have been complied with and the company is now ready to proceed with its organization. The Central Manufacturers Mutual, the Ohio Underwriters Mutual and other Purmort affiliations have a number of agents and feeders so that immediately there will be an agency plant.

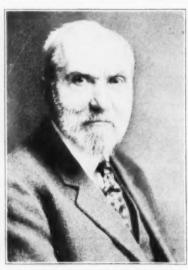
Look for Large Attendance

Owing to the fact that the Ohio Fire Underwriters Association will meet at a time when its convention does not conflict with other state meetings, a large attendance of company officials and managers is expected. The meeting will be held at Lake Wawasee, Ind., July 15-17. Inasmuch as it is easy driving distance from Chicago a number of men from that city are planning to be present. Arthur Lohmeyer, state agent of the Aetna, is president of the organization. organization.

Plan Ohio Fire College

A committee representing the Fire Chiefs Association of Ohio has under consideration the holding of a firemen's college, preferably at the Ohio State University in Columbus. Members of the committee are H. J. Manning, Ohio Inspection Bureau, Columbus; Chief T. J. McFarland, Marion; Chief Samuel But-McFarland, Marion; Chief Samuel But-ler, Republic Iron & Steel Co., Youngs-town; Chief Finley Duryee, Wellston, and Chief J. W. McClure, Tippecanoe

Veteran Dies



WILLIAM S. FOOSE, Wheeling, W. Va.

WILLIAM S. FOOSE, Wheeling, W. Vn.
William S. Foose, veteran local agent at Wheeling, W. Va., died in that city at the age of 87. He was born in Wheeling, June 24, 1843, and lived in his native city all his life. He was in the dry goods business at first. He served for four years as deputy sheriff in the county. He became assistant secretary of the old German Fire of Wheeling, now the Wheeling Fire, in 1874 and was elected secretary 10 years later. He founded the local agency of W. S. Foose & Co. in 1887 and since that time had been continuously and successfully engaged in the local field. In 1881 he was one of the chief factors in organizing the Wheeling Board. He was the father of the West Virginia Association of Insurance Agents, being one of its founders in 1900. He was its first president. R. A. Foose, his son, has been his partner in the agency and for the last few years has been the main factor in the business.

Ohio-West Virginia Notes

The Fidelity Insurance Agency of Princeton, W. Va., has been incorporated by J. H. Bara, H. H. Duncan, W. S. Dangerfield, S. J. Evans and W. D. Pendleton, all of Princeton.
Raymond C. Storch opened his office at 833 Chamber of Commerce building in Cincinnati last week. Mr. Storch has the first agency of the Eagle and represents also the Occidental and Niagara.

cumstances they had previously been made the "goats." Many agreed that a general lack of confidence is responsible for this situation in Illinois. Mr. Underwood declared that field men in other states such as Kansas, Missouri, Michigan and Ohio are showing a much better record in collection of balances and that there is no reason why the and that there is no reason why the same thing can not be done in Illinois. It was pointed out that with business to was pointed out that with business conditions as they are today it is of the utmost importance to give close attention to the collection from agents of money that is due the companies.

FOURTEEN CARRIERS RETIRE

Michigan Reports Increase in Companies Discontinuing Operations-Fire Loss Ratio Greater

LANSING, MICH., July 2 .- Carriers have been discontinuing operations in Michigan at rather a rapid rate since in Michigan at rather a rapid rate since
Jan. 1, 1930, according to the 1930 report of Commissioner Livingston.
Fourteen carriers have withdrawn since
Jan. 1 while only 16 withdrew during
all of 1929. The admissions so far this
year total only 7 while those for 1929
totaled 41. There have also been two
receiverships since Jan. 1, although only
one is included in the report. These
defunct carriers are an auto reciprocal
at Muskegon and an auto mutual at at Muskegon and an auto mutual at Battle Creek.

at Muskegon and an auto mutual at Battle Creek.

The fire and casualty withdrawals include: The Equitable Fire, Charleston, S. C.; Equity Fire, Kansas City, Mo.; Great American Casualty; Hampton Roads Fire & Marine; Harvest Mutual, Lansing; Mohawk Fire; Pennsylvania Surety; Planters Mutual, Lansing; Retail Lumber Dealers Mutual, Lansing; Southern Home; State Fire & Marine of Illinois; Triangle Fire, and Underwriters Reinsurance of New Jersey.

In the majority of cases, the withdrawals were voluntary, and in several instances due to reinsurance arrangements. Some of the withdrawals were directed by the department.

directed by the department.

Several of the fire carriers included in

Several of the fire carriers included in the list had notably bad experience during 1929. The Equitable of Charleston's loss ratio was 89.11 percent on Michigan business, that of the Equity of Kansas City was 114.56 percent, that of the Harvest Mutual of Lansing, 190 percent, and the Planters Mutual of Lansing, 101.55 percent.

The general 1929 fire loss ratio The general 1929 are loss ratio was 46.01 percent as compared with 44.77 percent in 1928. The Michigan mutuals' loss ratio was 60.34 percent while the stock companies' was 47.94 percent. The outside mutuals had a good experience, with a loss ratio of 25.71 percent, which brought the general loss ratio for mutuals down to 32.27 percent. tuals down to 32.27 percent.

Net premiums received for all types of carriers amounted to \$27,726,410 on fre business and \$8,641,919 for other than fire. Net fire losses were \$12,756,039 and other than fire \$3,938,790. The stock carriers collected \$24,145,343 of the net fire premiums and \$8,482,083 of the other than fire.

Opens Pontiac Office

John C. Myers of the General Adjusting Company of Detroit announces the opening of a branch office at Pontiac in the Riker building. Losses in Oakland, Macomb, Genesee and Washtenaw counties will be handled from that point.

Indiana Arson Report

Alfred Hogston, Indiana fire marshal, states that the arson division has been unusually active the first half year, 113 suspicious fires being investigated, and 10 reinvestigated for new evidence. Ten confessions were secured and 15 arrests made, six convictions secured, and there were three acquittals and one jury disagreement. There were 1,106 inspections

for fire hazards, 136 new orders issued, 589 compilances, and 388 orders are pending. There has been an unusual number of arson cases and fires of suspicious origin in the state this year. Marshal Hogston says evidence indicates in at least 90 percent of the cases the motive was to collect insurance, and over-insurance was common.

Eugene Cox Has Resigned

Eugene Cox, who has been traveling for the Royal in different fields and lately in Illinois, has left the company's employ.

Boy Admits Setting Five Fires

A 10-year-old boy arrested in Kalamazoo, Mich., June 27, has confessed setting five fires the past year which resulted in a loss of more than \$300,000. The largest loss was sustained by the Regent Theater, \$150,000. Other losses were suffered by the National Refining Company, \$100,000; Recreation Park barns, \$35,000; Kalamazoo Ice & Fuel Company, \$10,000, and Kalamazoo Canvas Boat Company, \$10,000.

Bland on Trade Trip

Pearce B. Bland, president of the Cadillac Insurance Agency, Detroit, represented the insurance business on the four-day cruise of the Detroit board of commerce, which returned to Detroit Monday after having visited Green Bay, Wis., and Alpena, Mich. Mr. Bland is treasurer of the Detroit Association of Insurance Agents.

Gets \$134.500 Verdict

Gets \$134,500 Verdict

JACKSON, MICH., July 2—The Hinckley Manufacturing & Parts Corporation
of Jackson has won a \$134,500 judgment
in the east against the Globe & Rutgers,
the full amount asked in a suit based
on a fire which destroyed the old Hinckley Motors factory at Jackson four years
ago. Two suits against other carriers
in connection with the same fire are to
be pressed by the Jackson company. Suit
was brought against the Globe & Rutgers in the New York supreme court
when llability was denied on the ground
that the fire was of incendiary origin.

Edwardsville May Be Rerated

Edwardsville May Be Rerated
Deputy Fire Marshal C. E. Maguire,
in a report filed with Mayor Giteltig of
Edwardsville, Ill., states that the city
is in a position to obtain a first class
fire rating. Mr. Maguire recently completed an inspection of the Edwardsville
business district and found 72 minor unfavorable conditions, but no serious fire
hazards were found.

Central States Notes

William Hulse, local agent at Carlin-ville, Ill., died the other day. His father owned the agency before him.

Articles of incorporation have been filed by the Citizens National Insurance Agency of Evansville, Ind. Directors are Hilary E. Bacon, Sam T. Heaton and Orville W. McGinnis.

News of States in the Northwest

DAKOTA BLUE GOOSE MEETS

New Officers Have Been Elected With D. P. Lemen as Most Loyal Gander

The mid-summer meeting of the Dakota Blue Goose was held at Aberdeen, S. D. The Dakota pond decided to dispense with the regular mid-summer splash at the lakes. The following officers were elected: Most loyal gander, Denny P. Lemen, secretary Queen City Fire; supervisor, S. E. Bickard, New York Underwriters; custodian, Herbert Runyan, Commercial Union; guardian, J. H. Klinkenborg, Queen City; keeper, Roy L. Slater, Commercial Union;

CENTRAL WESTERN STATES

BALANCE RULE IS DISCUSSED | A. R. Rathslag of the Home were the

Main Topic at Meeting of Illinois Fire Underwriters Association-New Executive Committee Named

At the final session of the annual meeting of the Illinois Fire Under-writers Association at Delayan Lake, Wis., these new members of the exec-Wis., these new members of the executive committee were elected without opposition: C. H. Dachenbach, Crum & Forster; J. N. Miller, Providence Washington; James T. Coen, Home; George T. Mielke, Commercial Union; A. R. Miller, America Fore; A. T. Ahlin, Norwich Union, and Harry T. Johnson, Globe & Rutgers.

J. Lewis Cassell of the London and

A. R. Rathslag of the Home were the winners of the golf tournament.

Most of the discussions from the floor related to the failure of the companies and field men to cooperate in the enforcement of the delinquent agency balance rule in Illinois. It was developed that no company is now reporting delinquent agencies and there is hence no cooperation among the field men in weeding out the chronic delinquents. Fred D. Hess, assistant western manager of the American, and Melvin Le Pitre, assistant western manager of the Fire Association, both urged the field men of Illinois to resume the use of a balance rule.

T. C. Underwood of the America Fore group said many field men discontinued reporting slow pay agencies because they found under similar size.

J. Roy

LOYALTY GROUP

JANUARY 1, 1930 STATEMENTS

MEAL BASSETT, President
A. H. HASSINGER, Vice-President
WELLS T. BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-President
ARCHIBALD KEMP, 2d Vice-President

FIREMEN'S INSURANCE COMPANY
OF NEWARK, NEW JERSEY

ASSETS LIABILITIES CAPITAL NET SURPLUS POLICYHOLDERS \$60,811,870 \$14,495,225 \$18,777,000 \$27,539,645 \$46.316.645

HENRY M. GRATZ, President
A. H. HASSINGER, Vice-President
WELLS T. BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

THE GIRARD F. & M. INSURANCE CO.

\$ 6,252,740 \$ 3,401,657 \$ 1,000,000 \$ 1,851,083 \$ 2,851,083

NEAL BASSETT, President
A. H. HASSINGER, Vice-President
WELLS T. BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

MECHANICS INSURANCE
CO.

\$ 5,078,813 \$ 3,335,593 \$ 600,000 \$ 1,143,219 \$ 1,743,219

NEAL BASSETT, President
A. H. HASSINGER, Vice-President
WELLS T. BASSETT, Vice-President
WELLS T. BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't
NATIONAL - BEN FRANKLIN FIRE INS. CO.

\$ 5,233,116 \$ 3,070,630 \$ 1,000,000 \$ 1,162,486 \$ 2,162,486

NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

WELLS T. BASSETT, Vice-President

ARCHIBALD KEMP, 2d Vice-Pres't

SUPERIOR FIRE INSURANCE CO.

\$ 5,073,876 \$ 3,061,200 \$ 1,000,000 \$ 1,012,676 \$ 2,012,676

W. E. WOLLAEGER, President
A. H. HASSINGER, Vice-President
CONCORDIA FIRE INSURANCE CO.

NEAL BASSETT, Chairman of Board
WELLS T. BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

\$ 5,564,987 \$ 3,078,063 \$ 1,000,000 \$ 1,486,923 \$ 2,486,923

CHARLES L. JACKMAN, President
JOHN KAY, Vice-President A. H. HASSINGER, Vice-President WELLS T. BASSETT, Vice-President ARCHIBALD KEMP, 2d Vice-Pres't

CAPITAL FIRE INSURANCE CO.

652,382 \$ 13,200 \$ 300,000 \$ 339,182 \$ 639,182

NEAL BASSETT, Chairman of Board

CHAS. H. YUNKER, President
A. H. HASSINGER, Vice-President
WELLS T. BASSETT, Vice-President
WELLS T. BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

MILWAUKEE MECHANICS' INSURANCE CO.

\$13,045,126 \$ 7,886,590 \$ 2,000,000 \$ 3,158,536 \$ 5,158,536

J. SCOFIELD ROWE, President
J. C. HEYER, Vice-President EARL R. HUNT, Vice-President WM. P. STANTON, Vice-President S. K. McCluffe, Vice-President J. H. HASSINGER, Vice-President WELLS T. BASSETT, Vice-President

METROPOLITAN CASUALTY INSURANCE CO.

\$14,945,383 \$10,320,195 \$ 1,500,000 \$ 3,125,187 \$ 4,625,187

C. W. FEIGENSPAN, President
E. C. FEIGENSPAN, Vice-President
A. H. HASSINGER, Vice-President
COMMERCIAL CASUALTY INSURANCE CO.

\$14,741,017 \$ 9,712,813 \$ 2,500,000 \$ 2,528,203 \$ 5,028,203

\$131,779,040* \$58,562,251 \$49,400,938

WESTERN DEPARTMENT EASTERN DEPARTMENT PACIFIC DEPARTMENT

WESTERN DEPARTMENT

844 Rush Street, Chicago, III.

H. A. CLARK, Manager

Ass't Managers
H. R. M. SMITH

JAMES SMITH FRED. W. SULLIVAN

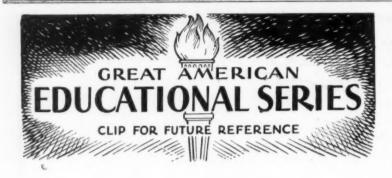
ASSIE & RENWICK, Ltd., Managers

MASSIE & RENWICK, Ltd., Managers

JOHN R. COONEY CHAS. H. GATCHEL

* Capital and Surplus of affiliated companies owned by Firemen's, appear in gross assets of both.

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL



Does the Residence Burglary, Theft and Larceny Policy cover loss by robbery from within the premises?

Yes. This policy covers any kind of felonious taking of insured property from the premises covered.

Great American Indomnity Company SURETY CASUALTY New Hork We'll gladly answer your questions



Germanic Fire Insurance Company

122 E. 42nd Street

New York City

NORMAN T. ROBERTSON, President

Capital \$1,000,000

Surplus to Policy Holders.... 2,079,013

RECOGNITION

of identity of interest, as shown by GERMANIC'S profit sharing plan; a sincere desire to help its agents with their problems; and the ability so to do

MAKES

Germanic Representation an Agency Asset

wielder, William I. Rowe, North Brit-ish. J. D. Taylor of the America Fore retired as most loyal gander. Mr. Klinkenborg was elected to fill a va-cancy caused by the transfer of Edward V. Neuberger to Omaha. Mr. Lemen is one of the active men in the north-west.

North Dakota F. U. A. Elects

Officers of the North Dakota Fire Underwriters Association were reelected at the annual meeting last week
at Fargo. H. F. Morris, North British
& Mercantile, is president; J. Pierce
Wolfe, Security, vice-president; D. C.
Brown, Fire Association, secretarytreasurer. Members of the executive
committee are R. F. Thompson, Hartford; W. H. Comrie, Jr., Minneapolis
Fire & Marine; A. K. Bolton, Columbia
Fire Underwriters, and H. A. Presler,
Springfield Fire & Marine.
S. H. Quackenbush, western manager of the Westchester, was present
and gave a talk of general interest. General insurance business conditions over
the state were reported about on a par
with other lines. Some 30 field men attended.

Green Bay Reclassified

As a result of the reinspection of the Green Bay, Wis., fire department and water department by Frank R. Daniel, chief engineer of the Wisconsin Inspection Bureau, and engineers of the National Board, Green Bay has been placed

tional Board, Green Bay has been placed in Class 4 instead of Class 5. Factors resulting in the new classification were given as the addition of two new wells by the city water department, increasing the available supply; the construction of the new fire station; installation of a new fire alarm system, and other minor improvements in both departments.

Rogers Safety Conference Speaker

Harry K. Rogers, engineer of the fire

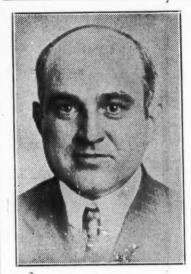
Harry K. Rogers, engineer of the fire prevention department of the Western Actuarial Bureau, Chicago, was featured on the program of the Wisconsin Valley Safety Conference at Wisconsin Rapids.

H. C. Baker, Racine police chief, spoke on the new state traffic code and its effect on safety. In the all-trades section, C. F. Otto of the Employers Mutual Lightlitt, specks on resletting. tion, C. F. Otto of the Employers Mutual Liability spoke on maintaining interest in safety. A new feature of the con-ference was the industrial nursing and first aid section, under the chairmanship of Joanna M. Johnson of the Employers Mutual Liability.

Donovan Discusses Arson Fires

MADISON, WIS., July 2.—By far the largest number of criminal fires with which firemen today must deal are those resulting from a desire on the part of the incendiary to make a quick sale of the property to the insurer, E. L. Donovan of the National Board, Chicago, told the fire chiefs and firemen in attend-

Heads Blue Goose



DENNY P. LEMEN

Denny P. Lemen, secretary and general manager of the Queen City Fire of Sioux Falls, S. D., has been elected most loyal gander of the Dakota Blue Goose. He is one of the most active members of the order and is well known throughout the northwest.

ance at the second annual short course in firemanship at the University of Wisconsin here last week. Other motives for arson are hatred and ill will, or a desire to conceal crime. Mr. Donovan said that the crime of arson has been cut down materially in Chicago.

Hull Agency Expands

Hull Agency Expands

FARGO, N. D., July 2—George H. Hollister of Fargo, organizer and president of the Northern Trust Company from 1902 to 1904, when he resigned to look after interests in Florida, has returned to business in Fargo in partnership with his son-in-law, Thomas B. Hull, president of the Hull Insurance Agency. Mr. Hollister has been a stockholder and director in the company and will now be in active charge of the office in partnership with Robert and Thomas Hull.

David J. Hull, formerly state agent of the Norwich Union, has been employed as special agent to handle the agency's outside field, and Sam L. Loudon will represent the company in the local field.

Wisconsin Notes

The Delop Corporation of Eau Claire, Wis., has been incorporated by D. Polk-ingborn, L. Brownback and G. E. Ingram to deal in real estate and insurance.

IN THE MISSOURI VALLEY

BALL CHOSEN AS PRESIDENT

Named to Head Missouri State Fire Prevention Association at Annual Meeting

J. Elmer Ball of the Home of New York, St. Louis, was elected president of the Missouri State Fire Prevention Association at its annual meeting in Co-lumbia. Other officers are: Roe M. Wilcox, Kansas City, Crum & Forster, vice-president, and J. Burr Taylor, Mis-souri Inspection Bureau, St. Louis, re-elected secretary. elected secretary.

Report on State Institutions

The meeting was attended by about 75 field men. Mr. Taylor in his annual report gave some very interesting statistics on the survey of 26 state institutions and groups of state property made by the association and the Missouri Inspection Bureau beginning last August

The golf trophy, presented by the

president of the association, was won jointly by Paul Hartman of the Milwaukee Mechanics and Clyde Tindall of the National-Ben Franklin.

HAIL WRITING COMPANIES HIT BY KANSAS STORMS

WICHITA, KAN., July 2.—Hail writing companies received a severe blow in Kansas last week when a series of storms swept over widely scattered sections, causing extensive damage in certain localities. Late Friday a series of hail storms swept western Kansas, numerous losses of 75 to 100 percent being reported to wheat that was just ready to harvest. Damage was reported in large areas through several counties within a radius of 75 miles of Dodge City and extending into northern Oklahoma. Much of the wheat had been harvested in the southern counties or greater losses would have resulted.

Earlier in the week hail losses were reported from the vicinity of Pratt and WICHITA, KAN., July 2.- Hail writ-

Preston, accompanied by heavy winds. Another local storm struck in the vicinity of Atchison.

Oil Field Near Wichita

WICHITA, July 2.—The exclusive residential district on the east edge of Wichita seems to be in the path of an intensive oil drilling campaign as a result of the bringing in of a 2,000-barrel well within one mile of the city limits. Among the owners of the land on which the well is located is Howard V. Wheeler, president of the Wheeler, President of the Wheeler, president of the Wheeler with the well is located in the wheeler with the well is located in the wheeler with the well is located in the wheeler president of Wheeler, president of the Wheeler-Kelly-Hagny Trust Company, promi-nent Wichita local agents, the land being held in trust by the company.

Announce Blue Goose Picnic Plans

TOPEKA, KAN., July 2—L. H. Ballard of the Kansas Inspection Bureau, a member of the committee in charge of the Blue Goose picnic July 3 at Lawrence, announced at Monday's luncheon that arrangements have been made to accommodate a large attendance. It is expected that there will be at least 100 present.

A baseball game will be held between A baseball game will be held between the Kansas pond and the Heart of America pond. Golf will be played during the day, with a dinner and dance in the evening.

Howard S. Searle, new state agent for Morrison & Co., Omaha, general agents for the Globe & Rutgers, was chairman.

Tornado Losses in Kansas

WICHITA, KAN., July 2—Several tor-nadoes of local character visited widely scattered districts of Kansas last week. scattered districts of Kansas last week. The heaviest damage was caused in the storm which struck four miles west of Pratt, causing damage estimated at \$250,000 to a rural community where it cut a path a half mile wide and four miles long. Houses and barns were demolished, cattle killed and hundreds of acres of wheat destroyed. Combines, form methinery and sutemphiles were acres of wheat destroyed. Combines, farm machinery and automobiles were damaged. Much of the loss was covered by insurance. Two people were injured but no one was killed.
Considerable damage was caused at Harper and a school house was demolished near Sedan in southeastern Kensas.

Tornado Causes Big Farm Loss

Tornado Causes Big Farm Loss
Damage aggregating \$200,000 was
caused by a tornado that struck the
farming section of the Platte river in
Nebraska between the towns of Gothenburg and Lexington June 25. This is
one of the most prosperous sections of
the state, irrigation giving farms better than average values and supplying
farmsteads with a heavy building investment. Between these towns a dozen
farm building were demolished, with
their contents and similar loss occurred
near Cozad, east of which the storm
struck after it seemed to have lifted
itself over the town.

Conclude Hail Adjusting Course

The Iowa State College at Ames has concluded a well attended short course for hall insurance adjusters. Round table discussions brought out many new phases and many practical ideas were presented.

Inspectors Special Guests

Inspectors Special Guests

The Arkansas City, Kan., Board at a special meeting had as guests the ininspectors of the Kansas Inspection Bureau who were in the city on a rerating campaign, including Ewing B. Fergus, Wichita branch manager of the bureau; Andrew Pringle, Frank B. Louk, H. W. Strong, R. H. White and L. B. Smith. President Charles W. Early of the Traders Investment Co. presided. Fred Gould reported on the progress of the fight of the Kansas Association of Insurance Agents to recover full commissions on the impounded premiums involved in the Kansas rate litigation.

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Wichita Insurors' Outing

Nearly 200 were in attendance at the annual outing of the Wichita Insurors. All offices closed at 3 p. m. so that employes and their families could attend, attendance being the largest on record. Outdoor sports were provided for both ladies and men, climaxed by a chicken box dinner. Howard Snyder of Smith-

Stone-Snyder and Duane T. Stover of Harris Burns & Co. were in charge.

Kansas Notes

R. R. Ross, Kansas state agent for the Agricultural with headquarters in Wich-ita, and Mrs. Ross are the parents of a son.

son.

M. D. Strong, for the past three years connected with the Oklahoma City office of the Oklahoma Inspection Bureau, has become affiliated with the Kansas Inspection Bureau at the Wichita branch office.

spection Bureau at the Wichita branch office.

James Gill Updegraff, Kansas state agent for the Royal, who has had head-quarters at Kansas City, Mo., will now have his office in the Insurance building at Lawrence, Kan. M. W. Slawson, special agent in Kansas, will continue to make his headquarters at Wichita.

H. G. Hagny of the Wheeler-Kelly-Hagny Trust Co. of Wichita is seriously ill at his home following slight attack of paralysis suffered on a recent trip to Colorado, where he had gone to attend the graduation of his son from the University of Colorado. Mr. Hagny suffered a similar attack about a year ago and had not been able to return to his desk except for very brief periods since that

Nebraska Notes

Joseph C. Fletcher, 87, for a number of years operator of a general insurance agency in Beatrice, Neb., but who has been living in retirement for some years, died recently.

A general insurance agency at Omaha to be known as the Peters-Cameron Company, to carry on the activities that were formerly a part of the Peters Trust Company, bankrupt, has been in-corporated by R. C. Peters, M. D. Cameron and J. O. Wentworth.

Missouri Notes

J. C. Graddy, 62, prominent local agent of Lexington, Mo., died at his home there last week.

last week.

Henry Johnson, manager of the Insurance department of the Welsh Realty & Loan Company, St. Louis, attended the commencement exercises at Smith Colege, Westminster, Md., where his daughter graduated. Mrs. Johnson and Miss Johnson have sailed for Europe.

Harry C. Faulkner of Anita, Ia., has been awarded the "long service" gold watch fob, official decoration of the Con-tinental's "Old Guard," in recognition of 25 years' representation of the company.

News of States in the Southwest

AGENTS ATTENDED SCHOOL

Paid Their Own Expenses in Order to Learn More About Selling Insurance

One Texas agent, Mrs. T. J. Lyle, of Lyle & Lyle at Shamrock, drove 700 miles to attend the insurance school for agents put on by Cravens, Dargan & Co., Houston general agents. Twentynine others were in attendance, coming from as far away as Fort Worth, Jacksonville, Shiner and Weimar—between 100 and 300 miles

from as far away as Fort Worth, Jacksonville, Shiner and Weimar—between 100 and 300 miles.

The members of the firm and all department heads took turns on the program. In the course of study practically every form of insurance was mentioned in sufficient detail to give the agents some idea of its coverage and possibilities. Although the school occupied three days, there naturally was not time enough to treat on each form of insurance at great length. The main idea of the school was to show the agents their opportunities, and to give them sufficient knowledge of each form to make them more confident in their ability to go out and discover a situation which calls for forms of insurance, and forms of policies not now written by them.

A high light of the school was a talk

by them.

A high light of the school was a talk



USE AND OCCUPANCY **EXPLAINED**

> Just the facts you need to interest a prospect in Use & Occupancy Insurance sent on receipt of your request

On a single sheet of paper

THE PHOENIX INSURANCE COMPANY HARTFORD, CONN.



by J. H. E. Jephson, local agent at Alvin, who told how he took advantage of an opportunity. When burglars carted a safe away from a local store, opening it in the country, Mr. Jephson went to the Cravens, Dargan & Co. office and asked how to write mercantile safe burglary insurance. On receiving instructions and supplies he went back to Alvin and wrote seven or eight such policies, although Alvin is a small community. small community.

Takes Only Paying Business

Another agent, H. L. B. Skinner of Columbus, told that he had been in business 11 years and had marked off less than \$100 through bad accounts. Mr. Skinner said that he would not deal with a customer unless he was satisfied that he would pay for the insurance. As a result, he has a fine classification of policyholders, and his fire losses in 11 years have run only \$15.

Agents who attended the school paid their own transportation to and from Houston, and their own expenses while

Houston, and their own expenses while

CRITICISE FIRE PROTECTION SYSTEM IN AMARILLO, TEX.

Engineers for the National Board report the gross fire loss for the past three years in Amarillo, Tex., at \$618,866, with an average loss per fire of \$666, and average number of fires per 1,000 population 8.4.

Criticism is made that although the supply works are adequate they contain many elements of unreliability. The distribution system is inadequate and dependent upon single feeder. The fire department is considerably undermanned but the fire alarm system is mainly adequate and fairly reliable.

In the principal mercantile district

mainly adequate and fairly reliable.

In the principal mercantile district the potential hazard is high. Group fires may be expected but the probability of a fire extending beyond the block of origin is low. In minor mercantile and industrial districts group fires are probable. fires are probable.

HOUSTON EXCHANGE WARS ON NON-POLICY-WRITERS

HOUSTON, TEX., July 2.—With the employment of a full-time secre-tary, the Houston Insurance Exchange has mapped a comprehensive program

The exchange will cooperate with other Texas insurance organizations in sponsoring a bill at the next session of the legislature to impose strict quali-fications before granting licenses to

vigorous membership campaign is to be

Hold Regional Meeting at Tulsa

TULSA, OKLA., July 2-Seventy-eight TOLSA, OKLA., July 2—Seventy-eight members registered at the regional meeting here of the Oklahoma Associa-tion of Insurors. In lieu of a formal program several informal talks were given and round table discussions were held, with Ray Siegfried of this city in held, with Ray Siegfried of this city in the chair. Keen interest was evidenced in non-policy-writing agencies, agency costs, mutual and reciprocal competition and legislative matters. Informal talks were made by Jess G. Read, insurance commissioner; A. L. Roark, secretary of the insurance board, and Manager Miller of the Oklahoma Audit Bureau. O. W. Covington of Tulsa, secretary of the association, and Sam Stewart of Oklahoma City. his predecessor, were present and

city, his predecessor, were present and took active part in the discussions. It was agreed that each local agent should get in touch with his senator and representative and inquire as to their stand on questions of legislation that will affect the insurance business.

Texas Losses Reduced

AUSTIN, TEX., July 2—Fire loss in Texas for May was \$577,704, only about half of that in April. The April fire loss was \$1,137,663. The fire insurance department attributes this reduction to the relentless war being waged in almost every city and town in the state against carelessness, vacant house and incondient fires. incendiary fires.

Mills Sells Insurance Department

Milis Selis Insurance Department
PINE BLUFF ARK., July 2—The insurance business of the R. H. M. Mills
& Sons Insurance Agency, established
here 52 years ago by the late R. H. M.
Mills, has been sold to Taylor & Co. of
this city. Since the death in 1915 of
R. H. M. Mills, the business has been
conducted by his sons, Tracy and Arthur
Mills. The Mills firm retains its real
estate and building and loan department.

Survey Ponca City Schools

OKLAHOMA CITY, July 2-A survey of the condition of schools of Ponca City is being made by the Oklahoma Inspection Bureau. A special fire hazard report is being prepared with recommendations as to necessary changes and repairs to eliminate all hazards as fast as

Mr. and Mrs. T. E. Braniff and family will leave Oklahoma City about July 3 to spend several weeks in their summer cottage in the Rocky mountains in New Mexico, previous to proceeding to the Pacific Coast. They plan to be gone about two months.

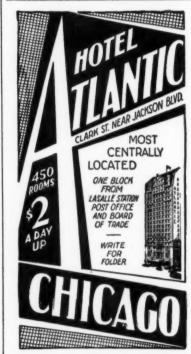
Carroll Now Public Adjuster

agents.

"The non-policy-writer has no place in the insurance field, President A. D. Langham said. "His business should be written by the full-time agent."

By establishing a credit-rating system the exchange hopes to prevent undue loss to companies by those who take advantage of time extensions. A

WELCOME to **NEW YORK** and WHOTEL OVERNOR (LINTON 315T ST. AND 7TH AVE. opposite PENNA. R.R. STATION 1200 Rooms each with Bath and Servidor ERNEST G. KILL Gen. Mar. ROOM AND BATH 300 UP



The New NICOLLET HOTEL Minneapolis

Has become the headquarters for Insurance men of the Twin Cities. You will meet your friends here.

600 First Class Rooms at very moderate prices.

Three Restaurants-

Excellent food-Sensible prices-

Good beds-

Sleep in comfort

- Fireproof throughout -



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IN THE SOUTHERN STATES

SPENGLER MADE PRESIDENT

Mississippi State Rating Bureau Names New Officers at Annual Meeting in Jackson

JACKSON, MISS., July 2.—Thomas L. Spengler, state agent of the North America, was elected president of the Mississippi State Rating Bureau at the annual meeting here. Short talks were given by members of the state insurance commission and reports made by W. G. Sours, retiring president, and Lloyd T. Wheeler, manager. Bertel Ekdohl, foreign inspector of the Svea, attended the meeting.

Other officers elected were: Vice-

other officers elected were: Vicepresident, Rollin Fitts, Hartford Fire;
executive committee, H. W. Gates, Mississippi Fire; Edward Yerger, Jr., Home
of New York; L. P. Durcournau, Automobile; Harvey Nelson, Continental;
James L. Ross, Steckler-Wagner; Isham
Beard, Aetna, and W. G. Scurs, Bankers & Merchants.

Mr. Sours in his annual address
praised Mr. Wheeler's work as manager
and said the Mississippi legislative situation is looking more favorable since
"during the last regular session no radical insurance laws were passed but the
legislative committee made a serious

cal insurance laws were passed but the legislative committee made a serious study of the insurance laws." He also praised the National Board advertising. Manager Wheeler reported 115 companies as members and pointed out that Jackson, the state capital, has completed a three-year plan of rebuilding and improving the fire alarm system. He pointed out that the heavy fire loss in Meridian, Laurel and Tupelo has aroused much interest in reducing the hazards. He also mentioned the coophazards. He also mentioned the cooperation and assistance given to the bureau by the Mississippi Association of Insurance Agents and the state insurance commission.

Law Not Clear in Florida

TALLAHASSEE, FLA., July 2.—
Florida's statutes are not clear on the question of liability of foreign insurance companies doing business only through the mail according to Attorney-General Fred H. Davis in an opinion addressed to Commissioner Knott.

Such companies not actually being within the state and having no agent operating within the state, it would be very difficult to reach them by any process, even if it were held that they were

cess, even if it were held that they were amenable to the laws of Florida, the attorney-general pointed out.

Becker Heads Mississippi Commission

Ferd V. Becker, Brookhaven insur-ance man and for two years member of the Mississippi insurance commission, was elected chairman of that body at its organization meeting. S. V. Crowe, Booneville, whom Mr. Becker succeeds as chairman, was elected secretary, succeeding W. A. Holloway of Mount Olive, who retired. J. B. Watson, Lexington, is the third member of the commission.

America Fore Preparations Made

John W. Clark, Vincent Gallagher and R. M. Peters of the America Fore group were in Atlanta the past week making final preparations for the opening of the Atlanta headquarters. More than 75 employes were hired and are ready to commence work Aug. 1. More than 30 persons from the home office are scheduled to arrive in Atlanta the last of July.

Virginia Zone Rates Modified

RICHMOND, VA., July 2.—To make them conform to the levels of the Valley zone, a reduction in fire rates in the Piedmont zone of Virginia has been ordered by the state corporation commission. The order modifies the rule

ASCERTAIN CANDIDATES' VIEWS, AGENTS TOLD

BIRMINGHAM, ALA., July 2.—The Alabama Association of Insurance Agents in a letter to members urges them to ascertain members urges them to ascertain views of candidates in the present political campaign regarding insurance matters and vote accordingly. Candidates are being told that insurance men as a rule are satisfied with present insurance laws and want no state rate tampering as here the case in pering as has been the case in other states. Resolutions passed at the last convention called for "more business in government and less government in business."

whereby the companies must keep records of the burning rate and loss ratio, pursuant to agreement by the companies that the rate levels would be adjusted if the modification was granted. Cities of the Piedmont zone are to be rerated as of Jan. 1, 1931, but the reductions take effect as of July 1, 1930. Rates in Bath and Alleghany counties are to be lowered to the basis of the rates of the southwest zone.

Mutual of Virginia Exempt

RICHMOND, VA., July 2-The Mutual RICHMOND, VA., July 2—The Mutual Assurance Society of Virginia is not subject to provisions of the Virginia rating act of 1928 providing for the creation and organization of a fire and automobile fire and theft rating bureau, according to a ruling by the state corporation commission. The society is held to be exempt under provisions of an amendment to the act passed at the 1930 session of the legislature which exempts Virginia mutuals issuing only policies for perpetual insurance. for perpetual insurance.

Kentucky Notes

B. S. Harper has established a new agency at Scottsville, Ky.

Harry H. Hummel, assistant manager of the Kentucky Actuarial Bureau, reports the arrival of a son June 30.

T. V. Forman, well known insurance man of Lexington, Ky., has left the Warren Insurance Agency and gone with the Johnson Insurance Agency.

F. Lee Hill of the Wearen Insurance Agency, Stamford, Ky., has disposed of his interest in the agency to George F. Farres, who will continue the business with Jesse D. Wearen as heretofore.

The General Insurance Agency Company of Louisville has been incorporated with \$10,000 capital by Connell R. Maddaux, Allen M. Ruby and Charles E.

Ruby.

Marshall Mellor of Louisville, state agent of the National Liberty, suffered heavy damage to his home by fire while he and his wife were in Crab Orchard Springs attending the Kentucky Fire Underwriters Association meeting.

Miss Grace Elizabeth Parker, daughter of George H. Parker, manager of the Kentucky Actuarial Bureau, Louisville, was married in New York to Arthur Donald Williams, Jr., of New York.

Florida Notes

The Tobin & Tobin Realty & Insurance Company, Miami, Fla., has separated the two lines of business and has taken the insurance department to 306 Congress building. Charles S. Tobin is manager of this department.

"Second class plus five" is the new rating for Delray Beach, Fla. This rate was secured because of the new fire engine and equipment which has been purchased. The old rating was "third class and ten."

Georgia Notes

J. R. Ergle has purchased the insurance business of John R. White in the Union Savings Bank building, Augusta. Howard Sawtell of Brunswick, Ga., has resigned as manager of the Morris Plan Bank in order to devote more time to his insurance and real estate business.

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ON THE PACIFIC COAST

ARRANGING FOR CONVENTION | FOTHERINGHAM IS ADVANCED

Sacramento Agents Lining Up Plans for Meeting of California Association Oct. 29-Nov. 1

SACRAMENTO, CAL., July 2.— Sacramento local agents have completed organization of the committee which will have charge of the arrangements for the annual convention of the Califor the annual convention of the California Association of Insurance Agents in this city Oct. 29-Nov. 1. Harry Jackson is the chairman of the general convention committee with Ed Pickett, F. T. McAnear, A. F. Hagus, J. K. Reese, Harold J. Thielen, Phil Hullin and M. L. Daviess as his assistants. The banquet and entertainment will be in charge of Carl E. Miller. E. C. Hopkins has been named chairman of the registration committee; F. K. McGee, reception, and J. K. Reese, golf.

Locals versus Specials

The annual golf tournament between the local and special agents will be held Oct. 28. The tentative program for the convention again provides for sectional producers' meetings, one group being for producers of less than \$100,000 of premiums and the other for those who do a business of greater volume. The last convention at Sacramento resulted in the largest attendance ever enjoyed by the California association and it is, anticipated that this high mark will again be recorded. again be recorded.

Goodwin Ends Oregon Tour

Goodwin Ends Oregon Tour

Percy H. Goodwin, chairman of the executive committee of the National Association of Insurance Agents, addressed agents at Klamath Falls and Medford, Ore., June 24; Roseburg and Eugene, Ore., the following day; Salem June 26 and the Insurance Exchange of Portland June 27. He returned to his home in San Diego July 1 and prepared to continue his work throughout the east, visiting New York and Chicago. He will return to California by way of Washington, where he will address the annual meeting of the Washington Insurance Agents' League at Spokane Aug. 2.

Brown Is C. of C. Official

Brown Is C. of C. Official

SAN FRANCISCO, July 2.—Arthur M.
Brown, Jr., of Edward Brown & Sons
has been appointed a member of the executive committee of the San Francisco
chamber of commerce by Leland W. Cutler, resident vice-president of the Fidelity & Deposit, and president of the
chamber. Mr. Brown, who recently retired as president of the junior chamber,
was one of its organizers and is credited
with accomplishing a number of community improvements, including an extensive fire prevention program.

Becomes Assistant Pacific Coast Manager of Aetna Fire-Mariner General Adjuster

SAN FRANCISCO, July 2.—Walter F. Fotheringham, special agent of the Aetna and World Fire & Marine in southern California, will succeed H. F. Mills as assistant Pacific Coast manger. Mr. Mills was appointed manager last week to fill the vacancy caused by the death of Frederick H. Rhoads.

Mr. Fotheringham has spent his entire business life in the insurance world in this territory. He joined the Aetna office in 1920 after having served the Western Assurance and Liverpool & London & Globe in the field. He entered the business in San Francisco in 1998. He was born in California in 1893. 1893.

With the announcement of Mr. Fotheringham's appointment was issued the appointment of G. S. Mariner as general adjuster for the companies of the coast.

Cook on Eastern Trip

Charles W. Cook, district secretary for the Butte, Mont., branch of the Pacific Board, is on an extended eastern trip, and attended the convention of the Kiwanis International at Atlantic City June 30. He will also visit Philadel-phia, Washington, D. C., New York and Chicago hefore returning to Montana Chicago before returning to Montana.

Meet With Pacific Board

Meet With Pacific Board

The Utah committee of the Special
Agents Association is meeting with the
states committee of the Pacific Board
in San Francisco this week.

The Utah committee consists of J.
Francis Fowles, Ogden; E. Hugh Miller
and James Rogers. J. H. Roberts, district secretary of the Sait Lake City
office of the Pacific Board, and Trace A.
Turner, president of the Utah Association of Insurance Agents, are also attending the meeting.

Pacific Northwest Field Changes

R. J. Migely has been appointed spe-cial agent for Washington, Oregon, Idaho and Montana for the North

America.

Floyd Terwilliger, special agent for John A. Whalley & Co., will hereafter cover northern Idaho and Washington, while Harry G. Burton, special agent in Montana, will cover Montana and southern Idaho.

California Agents Out for Legislature

A number of members of the California Association of Insurance Agents are running: for reelection as senators and assemblymen. Among them are H. B. Scudder of Sebastopol, regional vice-president of the association; R. L. Pat-



\$4,000,000 CAPITAL

\$16,802,949 POLICYHOLDERS' SURPLUS

The HANOVER FIRE INSURANCE COMPANY of New York Charles W. Higley, Pres.

terson of Taft, also a regional vice-president, and Frank W. Luttreall, Santa Rosa, who are seeking reelection as assemblymen. Judge J. L. Morgan of Corning and Edgar H. Hurley of Oakland have announced for reelection to the

rank Merriam, former insurance commissioner of Iowa and now a local agent at Long Beach, is a candidate for lieutenant governor. The primaries will be held Aug. 26.

Attend Fire College Graduation

Attend Fire College Graduation
Insurance was represented at the interesting graduation exercises of the 1930 class of the Los Angeles fire college, conducted under the auspices of the Los Angeles fire department. Chas. H. Lum, assistant general manager of the National Board, and Jay W. Stevens, chief of the fire prevention bureau of that body and a leader in the educational movement among the fire departments of the United States and Canada, were on the program as the principal outside speakers. utside speakers.

Northup Heads San Francisco Pond

Northup Heads San Francisco Pond
SAN FRANCISCO, July 2.—The San
Francisco Blue Goose elected Everett M.
Northup most loyal gander; R. E. Swearingen, supervisor; Brice Smith, custodian; J. H. Schively, wielder; John
Larson, guardian, and George Cusick,
keeper, at its annual meeting Monday.
A large attendance marked the meeting
to give Mr. Northup an enthusiastic welcome. He is manager of the special
service department of the Clifford Conly
office, Pacific Coast managers of the
Phoenix of Hartford and the Great
American. Mr. Northup has been active
in constructive movements since 1911
when he joined the fire underwriters inspection bureau which was merged with
the coast offices of the National Board
about 1921. He first entered the field in
1921 when he covered eastern Washingtion for the Connecticut, and in 1924
joined Clifford. joined Clifford.

West San Francisco Manager

West San Francisco Manager

I. M. Fisher, president of the Lion
Assurance of Los Angeles, has announced the appointment of Terry West
as manager of its San Francisco office,
transferring him from the underwriting
department of the Los Angeles office,
with which he has been connected for
the past three years, also serving as
special agent in southern California.

Utah Premiums Over 382 Million

A healthy growth of insurance in Utah is reflected in the annual report of Commissioner McQuarrie. Fire insurance premiums in 1929 totaled more than 382,000,000, divided as follows: Utah companies, \$13,700,370; other states, \$248,111,664; other countries, \$45,021,791; mutual fire, \$11,730,275; county mutual, \$2,966,470. Fire losses in 1929 were \$833,479, a decrease of \$275,685.

The insurance department received in

The insurance department received in

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taxes from all insurance companies \$236,835, an increase of \$10,700. Of this amount \$103,665 was paid by casualty and fire companies. The department's and fire companies. The disbursements were \$9,633.

Plan to Open New Territory

J. R. Price, president of the Associated Underwriters of Phoenix, Ariz., and vice-president and general manager of Southwestern Fire, was in Los Angeles last week conferring with D. W. Pierce, executive vice-president of the Pacific American Fire, for which company the Associated Underwriters acts as general Associated Underwriters acts as general accept in Associated Underwriters acts as general accept in Associated Underwriters acts as general agent in Arizona and New Mexico gard to opening up new territory in the Pacific southwest.

Washington Advisory Committee Elects

SEATTLE, WASH., July 2—At the annual meeting of the Washington advisory committee Arthur M. Brown, Edwin Parrish, America Fore; George K. Harris, Royal, and F. M. Avery, Fire Association, were reelected for a two-year sociation, were reelected for a two-year term. Evart Lamping, general agent of Seattle, was relected to the committee as a representative of the Northwestern General Agents Association, and A. V. Holman, special agent America Fore in Washington, was reelected by the Special Agents Association of Pacific Northwest as its representative.

Wants Salary for Marshal

The California State Firemen's Association has passed a resolution that the state law be amended so that the state fire marshal and his deputies be paid specific salaries. The association would also provide that to be eligible for the office of state fire marshal a person must have served as an active member of a regularly organized fire department for at least 15 years.

Consider Utah State Insurance

SALT LAKE CITY, UTAH, July 2.— The insurance schedule of the state of Utah, aggregating \$4,694,510, will expire this summer and J. H. Roberts, secretary of the Salt Lake City office of the Pacific Board, has been requested to inspect all

Board, has been requested to inspect an state property.

The loss ratio on the state schedule during the past six years has been unfavorable and during the period from 1924 to 1927 it was 100 percent. However, since 1927 and up to 1930, the loss ratio has been 65 percent.

Opens Los Angeles Service Office

The Pacific National Fire has opened a service office in Los Angeles on the ground floor of the Insurance Exchange building, in charge of William S. Sheldon, special agent, who has been advanced to assistant secretary. He will be assisted by Frank Gloia, who has been an agent of the company for some time.

Coast Notes

Walter Lindecker of the city depart-ment of the Associated Fire & Marine in San Francisco was married June 29 to Miss Brucelma MacMillan of Berkeley.

The Pacific Fire, Bankers & Shippers and New Jersey have established a northwest service office at 611 Exchange Building, Seattle. J. R. Carmichael is appointed manager.

appointed manager.

W. K. Graham, secretary of the Placer County, Cal., Association of Insurance Agents, will attend the convention of the International Association of Lions Clubs at Denver, July 14, as a delegate from the Auburn club. Mr. Graham is very active in state association affairs.

The firm name of Vernon, Duryee & Reese, Seattle, local and general agents, has been changed to Duryee & Reese, the other members having purchased the interest of Frank T. Vernon. The latter joined the Seattle office of John A. Whalley & Co. as manager of accident, burglary and miscellaneous lines.

Miscellaneous Notes

The General Fire of Paris has been admitted to New Hampshire to do rein-surance business.

L. C. Williams, general adjuster at the head office of the Atlas Assurance of New York, died this week. He was an Englishman and came to the United States in 1895, associating himself with the Manchester.

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IN THE MOUNTAIN FIELD

MANAGER LAMEY RETIRES

Westchester Manager Was the Oldest Member of Western Union-Entered Business in 1878

DENVER, July 2.—H. T. Lamey, manager of the Westchester's mountain department, is retiring. He has been active in the business for more than a half century. Mr. Lamey began his insurance career as an office clerk in the surance career as an office clerk in the insurance offices of Kimball & Graves, Nevada, Mo., in 1878. He was the oldest living member of the Western Union in point of service when it was taken over by the Western Underwriters As-

In his office today Mr. Lamey reflected on the important changes occurring in the insurance field since he enring in the insurance field since he en-tered it as a youngster. "One side line," he said, "is as big now as all the lines were in those days. The automo-bile insurance is five times the volume of fire insurance 50 years ago." In 1891 Mr. Lamey came to Denver and opened offices for the Niagara and British America of Toronto. In 1906

British America of Toronto. In 1906 he organized the Imperial Fire, and was its president for a number of years. For some time he has been branch manager for the Westchester, Citizens and American & Foreign.

H. P. Giberson, for many years assistant manager of the H. T. Lamey agency, has been appointed branch manager for the companies in that agency following the retirement of Mr. Lamey Mr. Giberson has been associated with Mr. Lamey for more than 25 years. For a number of years he was special agent and later secretary of the Imperial Fire, which was headed by Mr. Lamey.

MOUNTAIN FIELD CLUB TO COOPERATE ON ADVERTISING

DENVER, July 2.—The Mountain Field Club will appoint a committee to cooperate with the extensive advertising program of the National Board. This was decided at a luncheon meeting when was decided at a function meeting when about 100 general agents, managers and field men listened to W. W. Ellis of the National Board and Wallace Rogers, Chicago advertising man, explain details

of the campaign.

Mr. Ellis emphasized the need of co-Mr. Ellis emphasized the need of cooperation by insurance executives and
field men, but he stressed repeatedly the
importance of the part that must be
played by the local agent. He urged
local tieups with the advertising of the
National Board, explaining that forms
will be furnished free of charge for use
either by single firms or groups.

Mr. Rogers explained in detail the
character of the advertisements to be
released, suggesting they would supply
a splendid background for other activities by insurance men, and that the
moral effect of this advertising on them
would be stimulating.

would be stimulating.

New Oil Field Grows Rapidly

ing as the mountain department of the Equitable Fire & Marine and a half dozen other companies, has returned from New Mexico and reports an extraordinary outlook for insurance at Hobbs, which is booming with building activity. The question ordinarily confronting the insurance representative is to obtain the business, but in Hobbs enough companies must be found to handle the business, according to Mr. Schuyler. The tremendous rate of increase in oil production there, Mr. Schuyler reports, has resulted in the establishment of a number of oil well supply houses, and much construction is anticipated.

much construction is anticipated.

Berry With Bureau 30 Years

DENVER, June 18.-C. D. Berry, city thief examiner for the Mountain States Inspection Bureau has completed 30 years of service with the bureau. His son, C. D., Jr., helped him celebrate the occasion by starting to work for the bureau. He formerly was with the Merchants Fire of Denver.

Report Wyoming Fire Premiums

DENVER, July 2.—Net fire premiums Wyoming in 1929 amounted to \$1,380,in Wyoming in 1929 amounted to \$1,380,978, according to advance report of Commissioner Thulemeyer. Net fire losses incurred were \$736,454, with a loss ratio of 53.5 percent. The list was headed by the Fireman's Fund with \$103,499 premiums. Other leaders include the Home of New York, \$62,299. National of Hartford, \$44,696; North America, \$44,591; Liverpool & London & Globe, \$42,755; Hartford Fire, \$48,331; Globe & Rutgers, \$41,332; Great American, \$36,174; Actna, \$35,827, and Royal, \$36,174; Actna, \$35,827, and Royal,

Motor vehicle premiums totaled \$255,-089, with \$141,586 in losses for a ratio of 55.5 percent.

Montana Notes

John H. Symonds, Laramie, Wyo., local agent, died recently at the age of 71. H. F. Collins, special agent for Cobb, Miller & Stebbins, has been transferred to Albuquerque.

Fred C. Hank, Thermopolis, Wyo., has purchased the business of the Price-Tuttle Insurance Agency of that city.

George K. Gottlieb of Trinidad, Colo., has purchased an interest in the Home Security Investment Agency, owned by Samuel C. Hall.

Miss Alice Purposit of Data.

Miss Alice Burnett of Delta, Colo., will take over the insurance business of her father, W. H. Burnett, who died re-cently.

The Standard Fire of New York has applied for membership in the Rocky Mountain Fire Underwriters Association

tion.

Giacoma Toller, Trinidad, Colo., financier, and his son, Jack Toller, have become interested in the General Agency Co., operated for year by John R. Ellis.

The Homestead Fire of Baltimore, represented by Reed Pennington, and the Pacific American Fire of Los Angeles represented by E. P. Eppich & Son, have been licensed in Colorado.

Frank England Jr., Denver, formerly with the Miller-West Agency Company, has been appointed insurance manager for Horace W. Bennett & Co., well known realty and insurance firm.

DENVER, July 2.—Gerald L. Schuyler, manager of the Schuyler Agency, serv-writer.

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EASTERN STATES ACTIVITIES

HOLD PROOF OF LOSS WAIVED

Pennsylvania Supreme Court Allows Recovery Because of Denial of Liability by Agent

The Pennsylvania supreme court has reversed the decision of the Columbia county common pleas court in the case of Mary Fedas, now Richiy, vs. Insurance Company of State of Pennsylvania. The lower court had denied recovery for the partial destruction of a dwelling and household goods because proof of loss had not been filed within the time limit set by the contract.

The company was notified of the fire, according to the opinion, and, through its agent, the owner met the adjuster, who stated to Mary Fedas that the company would not pay the loss because she was criminally responsible for the fire. In the action to recover damages for the loss, the lower court held that, by filing the proof of loss several months after the time required by the policy, appellant was estopped from setting with the company weight of the policy, appellant was estopped from setting with the company weight of the policy, appellant was estopped from setting with the company weight and the court of the policy, appellant was estopped from setting with the company weight and the court of the policy. policy, appellant was estopped from set-ting up the company's waiver of the requirement to file proof of loss in 60

Must Not Mislead Insured

The opinion of the supreme court de-ared: "The utmost fair dealing should clared: "The utmost rair quaning characterize the transactions between an the insured. If the insurer, having knowledge of a loss, by any act throws the insured off his guard as to the necessity of performing some duty enjoined by the policy, the insurer should not be permitted to take advantage of the failure to act. It has been held many times that an insurance company may waive filing a technical proof of loss.

"Waiver may be inferred from any

act evidencing a recognition of liability, or from a denial of liability on other grounds than failure to file proof of

Security Connection Terminated

BOSTON, July 2-Through an amicable rrangement, Rice & Whitney, well

COVERING CHICKEN COOP DOESN'T MAKE A COMPANY

HARISBURG, July 2.—Issuance of several insurance policies on plate glass windows and one fire insurance policy on a chicken coop does not make an insurance company, the Dauphin county court held in revoking the Pennsylvania charter of the Lancaster Insurance & Deposit Company. The state asked for the revocation on the grounds that since the company took over the assets of the Inland Safety Mutual in 1892 its business has been limited to a few plate glass policies and the insurplate glass policies and the insur-ing of one chicken coop. The state also contended that the company was not properly organized.

known Boston agency, have terminated their representation of the Security of New Haven, which they have represented for the Boston metropolitan district for more than 25 years. Rice & Whitney continue to represent the Niagara, which they have also represented for a quarter of a century.

Clyne With Burton & Sons

Goodwin Clyne has become special agent for the general agency of George R. Burton & Sons, New Haven, Conn., succeeding Charles N. Wilkinson, who resigned to go with the Providence Washington. Mr. Clyne has been for several years with the Hartford, Boston and Bridgeport offices of the New England Insurance Exchange and is well known to agents of Connecticut and adjacent territory.

Baltimore Insurance Society Elects

BALTIMORE, July 2—The annual outing and election of the Insurance Society of Baltimore was held last week with approximately 60 in attendance.
Edgar H. Donaldson, Jr., was elected president; John G. Reese, first vice-president; J. V. Brooks, Jr., second vice-president; Charles V. Simpson, third

(CONTINUED ON PAGE 40)

AMERICAN ALLIANCE INSURANCE COMPANY **NEW YORK**

STATEMENT JANUARY 1, 1930

CAPITAL

\$3,000,000.00 RESERVE FOR ALL OTHER LIABILITIES

2,167,893.38

NET SURPLUS

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10,206,419.93

\$8,038,526.55

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CASUALTY AND SURETY SECTION

Page Thirty-one

Offer Railways New Bond Form

"Culpable Negligence" of Employe Covered Under New Blanket Bond Provisions

BIG POTENTIAL LIABILITY

Each Risk to Be Rated Specifically-Wisdom of Some Extensions of Coverage Is Questioned

NEW YORK, July 2 .- To fit the particular needs of railway companies the Surety Association of America has sanctioned the issuance by its member companies of a new and liberal form of blanket fidelity bond, the especial fea-ture of which is the assumption by the surety company of liability for loss resulting from the "culpable negligence" of an employe. The insuring clause, however, is modified to the extent that the carrier excludes liability for loss the carrier excludes liability for loss sustained by persons or property. In the preparation of the "culpable negligence" clause it was appreciated that if the surety companies covered for every type of loss chargeable to the fault of an employe, they might easily be in for very heavy payments. Through the "culpable negligence" of a tower switchman, for example, a train might be derailed, hundreds of lives lost and property damage aggregating thousands property damage aggregating thousands of dollars done.

May Be Expensive to Companies

May Be Expensive to Companies

Similarly, if the term "culpable negligence" were adopted without modification, the surety company could be held liable for the faulty construction of a station by the building department of a railway, and for the heavy damage that would likely follow its collapse. In short the potential liability of the surety companies under an unmodified cover would be simply appalling. Even in its present form the coverage may prove an expensive one for the surety men, for excluding the features above noted the hazards assumed under the bond are many and varied and the experience of the companies therewith will be interesting to follow. ing to follow.

Each Risk Rated Specifically

Each risk, as indemnity under the blanket bond is applied for, will be rated specifically. It is impossible to quote a flat rate for the class, as the features governing each line differ more or less markedly as to operating system and loss experience. While eager to keep pace with the demands of business institutions, some prominent underwriters hold that the companies are a little hasty in the formulation of new forms of coverage, declaring that these should not be written until sufficient data has been collated regarding the liability it is proposed to assume. In recent years, it is contended, largely through the insistence of the younger generation of liking of the underwriters, or representatives of the loutcome may be highly disappointing.

Excessive Cost of Business Business Needs Is Now Having an Effect

NEW YORK, July 2.—Casualty and surety companies are sailing pretty close to the wind so far as those offices are concerned that have regard for the future. The orgy of commission baiting is having its effect. Expense ratios have mounted, profits have been cut down, the stock market is off, and the roseate hues of a year or so ago are gone. Di-rectors who looked for big returns espe-cially in view of the stock market sit-uation are much disappointed.

More Economy Is Needed

Companies are forced to watch every corner if they expect to emerge with anything like credit to themselves. Busianything like credit to themselves. Business is off anyway from 10 to 20 percent. Regardless of all pressure that is being put on it is mighty difficult to stimulate production. Business can still be bought at a price but most companies now are considering the cost. Company officials say that commissions are at the topynost peak and can hardly are at the topmost peak and can hardly go much higher without disaster. In a number of instances word has gone out to branch offices to reduce expenses.

Field men are told to travel as economically as possible. Perquisites that have been allowed are being cut off or greatly

Testing Time Is Here

As the time comes when those hold-As the time comes when those holding responsible positions must give an account of their stewardship, the strain becomes greater. Expenses have eaten up profits in many instances. Every possible expedient that is legitimate is inaugurated to create additional premium income. This year is proving a testing time for many offices. Those that have kept their commissions to a normal basis and have been able to hold their agents in line in spite of tremendous

basis and have been able to hold their agents in line in spite of tremendous pressure are in an enviable position.

Some companies that kept pretty closely to the cities are spreading out into the smaller places reaching for so-called country business. Companies that have gotten very far from the beaten path are finding difficulty now in obtaining their bearings. They are sinking in the mud and are badly scratched by the briars.

Interesting Analysis Is Made of Motor Accidents

An analysis of nearly 60,000 pedestrian-motor vehicle accidents by the Fidelity & Casualty shows that 41 percent occurred to pedestrians crossing streets at corners where there were no traffic signals or regulation, while 39 percent involved persons crossing between intersections.

In regard to motor vehicle accidents generally, both non-fatal and fatal, it was found that the types of cars involved were in almost exact ratio to number of cars of each type. About 75 percent of all machines, for instance, are of the private pleasure class, and they were resonsible for approxithey were responsible for approxi-mately that quota of the total mishaps. Accidents in which trucks or commer-cial cars are concerned are more likely to be fatal than otherwise.

newer entrants into the surety field, forms of contracts have been sanctioned, the wisdom of which yet remains to be demonstrated.

mains to be demonstrated.

The modern blanket bond covers an unknown liability and the tendency of courts in cases coming before them is more and more to interpret contract provisions in favor of the assured. Hence the underwriters not infrequently find themselves liable for hazards they had not thought of assuring and yet

find themselves liable for hazards they had not thought of assuming, and yet which were not specifically excluded in the terms of the bond.

Straight railway fidelity bonds are not in particular favor with surety companies, the margin of profit on the business for years past having been negligible. It may be that with the rates charged for the new form of coverage the net result may be more to the liking of the underwriters, and again the

Two Casualty Companies Combining Branch Offices

The Metropolitan Casualty and Commercial Casualty of Newark, both be-longing to the Firemen's of Newark group and housed in the Firemen's building in Newark, are combining their branch offices at a number of points in order to economize on detailed opera-tion. It is found in almost all offices that from 30 to 50 percent more business could be done by the same office force or perhaps by the addition of a few more clerks. The overhead these days is high with business dull. Therefore, these two companies find that in their detail operations they can decrease the expense through a combina-tion of offices without impairing the service in any way.

Broker's Business Is Not in Force Until Accepted

SEATTLE, July 2.—The Washington supreme court holds that unless an insurance company's agent has formally accepted an application from an insurance broker, the insurance is not in effect. The court reversed the case of Roy S. Hansen vs. T. J. Mc-Nally and Continental Casualty, in which the former got substantial damages when he sued for injuries received in an accident the day after he had paid part of the initial premium. The court ruled that the jury verdict should be disregarded because the business had not been accepted by an agent of the Continental Casualty.

Cost Accounting

Professional Approach to Subject Is Stressed by New York Man

IS TECHNICAL MATTER

Specialist in Subject Points Way to Determine Problem of Acquisition Expenses

NEW YORK, July 2.—Commenting on the commissioners' acquisition cost hearings at Chicago, Theodore L. Sogard, C. P. A., a representative of Scovell, Wellington & Co., accountancy and engineering house of this city, says that "acquisition costs in insurance, as in other lines of business, have increased considerably during the past ten years. though whether present costs are too high or too low is a question which depends upon scientific analysis for its

proper answer.
"It follows then that the charges made before the commissioners, in effect that acquisition costs in insurance have become disproportionate to other operating expenses, can neither be maintained nor controverted," he says.

Cost Analysis Necessary

"The answer to the question lies,"
Mr. Sogard maintains, "in a careful
study of operating expenses; the application of cost accounting and budgetary control. These studies are quite
independent of the present day of expense analysis. They are primarily for
managerial purposes. It should be
pointed out, however, that the companies which have analyses scientifically
prepared are rare exceptions. Today

panies which have analyses scientifically prepared are rare exceptions. Today most company expense statements follow the general requirements of the convention blanks; though worked out in greater detail.

"Insurance companies can profitably draw on the experience and research of industrial and commercial companies along the lines of distribution cost analyses. Individually and through trade associations, these companies have been adapting the principles of cost accounting to selling and distribution costs.

cost accounting to selling and distribu-tion costs.

"A special technique is being devel-oped for selling costs because of the variety of bases of costs as compared with manufacturing costs which have the product only to consider. An in-telligent application of the technique of cost accounting to the activities of in-surance companies would give valuable surance companies would give valuable information.

information.

"The ratio of expenses to premiums, for example, may lose its value for comparison over a period of time if a variable due to trends in changes of premium rates over the same period is not adjusted for. In insurance, as in other lines of effort, acquisition costs must be worked out for several bases to secure a sound statistical comparison."

Compulsory Auto Measure Considered in Wisconsin

LAWYERS DISCUSS QUESTION

Judge Padway Claims 30 Percent of Cars Are Uninsured-Farmers Against Idea

WAUSAU, WIS., July 2.-Compulsory automobile insurance was discussed in detail before the Wisconsin Bar As-

in detail before the Wisconsin Bar Association during the second day of its annual convention held here last week. Judge Joseph A. Padway, Milwaukee, in a plea for compulsory automobile insurance, said that the state, if it could compete with the private insurance companies in risks and rates, should go into the insurance business. He advocated a state liability compenshould go into the insurance business. He advocated a state liability compensation act rather than a compulsory plan. Thirty percent of the cars in Wisconsin are not insured, which means that nearly 500,000 motor vehicles licensed in the state travel without this protection. He declared that 75 percent of the uninsured of the state are unable to pay a judgment of \$1,000 in case of accident.

Attorney Ralph M. Jackman of Madi-

Attorney Ralph M. Jackman of Madi-Attorney Ralph M. Jackman of Madison asserted that farmers and many classes of people in the state are against compulsory automobile insurance, and that only about 15 percent of the farmers now have car insurance. He asserted that there is no need for compulsory insurance in the state and that such a plan would clog the courts of the country, and cause dissension between city residents and residents of tween city residents and residents of rural districts because of the difference in rate. He also cited the Massachu-setts plan as showing the failure of such a proposition.

Learn Lessons in Airport Fire

(CONTINUED FROM PAGE 5)

Lockheed plane owned by Beardsley & Piper, similar to the one in which Capt. Frank Hawks made his transcontinental nonstop records was a total loss with-

nonstop records was a total loss with-out insurance.

Practically all of these planes were comparatively new and in fine condi-tion. The insurance loss was especially high because of the high types of planes involved and the fact that the fine air-port with its exceptional facilities drew airplane owners of a type that insured more than the average.

more than the average.

The fire, originating in the Universal hangar and preceded according to some witnesses, by an explosion, spread rapidly due to the highly combustible materials. Several automobiles left by air-

terials. Several automobiles left by airminded persons who had gone out on passenger planes were burned.

A certain product of the catastrophe, aviation underwriters say, is that air transport companies will intensively study conservation and fire prevention. It is considered a fine object lesson on the question of aviation insurance rates. the question of aviation insurance rates. the question of aviation insurance rates.

"Every industry must realize that insurance companies are entitled to carry risks at a profit," one underwriter says, "and I believe the air men will appreciate now that this business is not all profit."

Moral for Companies

Carriers themselves, it is believed, will derive practical benefit from the loss in realizing that they must return to sound underwriting methods. It is said compe-tition in aviation cover has caused considerable rate-cutting, and perhaps some disregard of the fact that the highest type of engineering and fire safety work must be carried on by the companies to

make the business pay for itself.
The Associated Aviation Underwriters of New York, pool in which Chubb & Son play an important part, carried the risk on the Universal Fokkers and

Driscoll to Head Bankers Indemnity New York Office

NEW YORK, July 2.—W. D. Driscoll has been selected by President H. P. Jackson of the Bankers Indemnity as resident vice-president in charge of the Metropolitan office, which the company will open here July 15. Mr. Driscoll, though still a young man, is a seasoned underwriter, having been identified with casualty insurance for 21 years, the past three years as manager of the local office of the American Employers.

the Ford trimotor, and as well on some private ships.

Western Adjustment Ready

The nation's greatest airport fire finds be Western Adjustment in unusual This company the discovery position to give service. This company organization following the discovery some time ago that it had many trained fliers, some with world war experience, on its staff throughout its territory, has been building up a fine aviation division. Adjustments on the Chicago loss are in charge of H. M. Greenberg, general adcharge of H. M. Greenberg, general adjuster, assisted by T. Shugart, superintendent special risk department; D. C. Girardot, manager Peoria, Ill., branch, and N. J. Bach, adjuster Chicago main

office.

Mr. Girardot was a major in the Canadian air force overseas in the war and has had approximately 3,000 hours as a pilot. The Western Adjustment now has several men in each state with previous flying experience or ground training, and has built up the service around them. In addition, a number of men have been sent to aeronautical schools to take special training.

Adjustment of the hangar losses is being done by the Cook County Loss Adjustment Bureau.

FICTITIOUS FLEETS TABOOED BY ASSOCIATED COMPANIES

In a letter to the California Association of Insurance Agents, C. W. Fellows declared that the Associated companies of which he is president will restrict the writing of fleets of employeowned cars to those to which the employer contributes in some form to the operating cost. He said that the practice of indiscriminately writing employeowned cars in fleets disturbs the existing rate level. Only those cars which are used in the service of the employer or for which the employer contributes either in the form of an allowance or mileage or some other form of remuneration to the employer for the use of the employer's car will be written, according to Mr. Fellows.

National Council Outing

Employes of the National Council of Compensation Insurance held their an-nual outing at Surprise Lake, in the Wachung reservation of Union county, N. J., several days ago. Marshalled by Assistant Manager W. F. Roeber, about 100 members of the staff motored to the resort in specially chartered busses, enjoying hugely the ride through a most picturesque section of country. Under the direction of C. L. Schlier and A. Z. Skelding a variety of games were held. The affair was voted one of the most pleasant of its kind in the history of the organization; its only regretable feature being the unavoidable absence of Secretary H. F. Richardson.

Collins Takes New Jersey Post

John J. Collins, an experienced claim man, has been appointed by the General Accident as manager of its claim divi-sion in northern New Jersey.

The F. C. and S. Bulletins have met with remarkable success. Write for free booklet, "The New Guide to Greater Profits," The National Underwriter, 420 East 4th street, Cincinnati, O.

North Carolina Insurance Day Plans Are Announced

TO BE HELD AT GREENSBORO

Sept. 24-25 Selected as Dates-Committees Now Working Out Details of Observance

The Insurance Federation of North Carolina, in cooperation with other insurance organizations, is preparing plans for North Carolina's first insurance day for North Carolina's first insurance day to be held at Greensboro Sept. 24-25. It is expected that this will be one of the most widely attended insurance meet-ings ever held in the state. At an initial meeting of the Federation committee, President W. B. Merrimon appointed Bart Leiper, advertising man-ager of the Pilot Life; Alvin T. Haley of the North Carolina general agency

ager of the Pilot Life; Alvin T. Haley of the North Carolina general agency of the Massachusetts Mutual and Price R. Cross, director of agencies of the Occidental, a committee to prepare and design the initial publicity. Mr. Leiper is chairman of the committee.

Plan State-Wide Sales Congress

W. H. Andrews, manager of the home office agency of the Jefferson Standard at Greensboro, has been appointed chairman of the life insurance committee and will be in charge of that phase of the program. A state-wide sales congress is being considered in connection with the insurance day program. De-tails will be announced soon. Mr. An-drews is president of the Greensboro Association of Life Underwriters and is unusually well qualified to undertake this important work. Other committees will be named soon. A full-time insurance day headquarters will be set up Sept. 1 at Greensboro and present prospects indicate that the first North Carolina insurance day will be a memorable event.

The Federation represents every in-

surance interest, insureds, insurors and field representatives of all kinds.

Insurance Division Draws Many Executives' Interest

Much interest is being manifested by fire, casualty and life company officials in the newly organized insurance division of the American Management Association. This association, whose president is Vice-president William J. Graham of the Equitable Life of New York, has an important membership of over 4,400 executives representing about 200 industrial and commercial corporations. industrial and commercial corporations, many of international importance. The membership also includes nearly 200 trade association executives and some 200 university professors.

The insurance division is a natural outgrowth from the parent body. Many corporations have organized insurance departments and the insurance division

corporations have organized insurance departments and the insurance division was organized to serve these interests by discussions of fire, casualty, liability or life insurance problems. This offers an unusual opportunity for insurance officials to meet insurance buyers in an absolutely neutral atmosphere. The meetings are intended to be conducive to impartial and scientific discussions of problems affecting insurance interests. President Graham says: "The establishment of the insurance division comes of the desire of the buyers of various kinds of insurance sold to business organizations to have a forum in which they may discuss means of loss prevention and complete protection. As the purposes and aims of this newly established division are better understood by fire, casualty, life and liability insurance company executives, I look forward to their taking an active interest in it. This division will be run as a 'buyers' division,' but not so as to exclude representatives of insurance companies."

Callanan at Helm



H. L. CALLANAN

NEW YORK, July 2.—Officers of the Norwich Union Indemnity elected by the directors at their meeting yesterday are: Chairman of the board, Hart Darlington; president and general manager, H. L. Callanan; vice-presidents, C. E. Anderson and C. A. Barkie. Mr. Darlington is well known as United States manager of the Norwich Union Fire. Mr. Callanan started with the New York City office of the American Bonding in 1906, going with the Fidelity & Deposit when it purchased the former company. In 1915 he transferred to the Hartford Accident, retiring to enter the navy on the outbreak of the world war. When the Norwich Union Indemnity was organized in 1920 he entered its service, successively advancing to treasurer, vicecessively advancing to treasurer, vice-president and now to president and

general manager.

Mr. Anderson will continue in charge of the metropolitan department while Mr. Barkie will be responsible for the work of the agency division.

Aetna Life Extends Auto Cover to Tourists Abroad

HARTFORD, July 2.—The Aetna Life, Vice-president C. B. Morcom an-nounces, is prepared to extend autonounces, is prepared to extend automobile insurance coverage and service to such of its policyholders as may be motoring in Europe or who contemplate doing so. Heretofore the service has existed in all sections of this country and is now extended to the old world. Arrangements have been effected for the administration of the coverage and service in every important city in Great Britain, Ireland, Continental Europe, Tunisia, Algeria and Morocco.

In conjunction with automobile insurance an all-risk ocean marine policy may

ance an all-risk ocean marine policy may be secured, covering a car from the point of embarkation to that of debarkation. The contract is being written on a \$25 or \$50 deductible basis.

Correction in Figures

The figures of the Reliance Automo-Ill. in the Argus Casualty Chart, Page 111, show premiums plus interest and rents \$251,241. The total cash income of the organization was \$382,426. The of the organization was \$382,426. The difference is represented in assets received from the Auto Owners Underwriters and the Colonial Casualty Underwriters, both of which organizations were taken over by the Reliance Automobile. This makes the total income in 1929 far in excess of the disbursements instead of being less as is indicated by the Argus Chart.

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Aetna Life Announces Two **New Accident Contracts**

LIBERAL BENEFITS CARRIED FINE FINANCIAL STRUCTURE

Provision Made for Paying Actual Medical Costs in "Ideal" and "Model" Forms

Two new accident policies with liberal

Two new accident policies with liberal features have been brought out by the Aetna Life, featuring the special accident campaign which started in April and will continue through July. These are the "ideal" and "model" forms.

Both cover all ordinary accidents including use of automobiles, occupational hazard, golfing, hunting and kindred sports, and special accidents as well, such as public conveyance, passenger elevator, burning buildings, explosion of steam boiler, lightning, hurricane or tornado. The minimum principal sum under the "ideal" form is \$5,000 for loss of life in ordinary accidents, and \$25 weekly indemnity for total disability for an unlimited period, doubling to \$10,000 and \$50 for special accidents. Weekly indemnity of \$10 and \$20 is paid for partial disability for 26 weeks.

Pays Actual Medical Cost

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burse indiThe range of elective indemnities is \$25 to \$650 for fractures, dislocations, etc., in lieu of weekly indemnity if desired. The policy also pays as a regular feature the actual expense of medical treatment, hospital charges and nurses?

treatment, hospital charges and nurses' fees up to \$500 in addition to all other indemnity. For an extra premium this may be increased by endorsement.

The "model" policy has no principal sum but pays specific benefit on loss of both hands or both feet, etc., equal to the "ideal" policy, or \$5,000, with \$25 weekly indemnity, doubling for special accident. The elective indemnities are the same as for the "ideal" and so is the regular provision for actual expenses of medical or surgical treatment.

Rates for Two Forms

Rates for Two Forms

Rates for the "ideal" are: Ages 18 to 54—A, \$30; B,\$36; C, \$43; D, \$52.50; ages 55 to 59—A, \$30; B, \$36; C, \$43; D, \$65; ages 60 to 64—A, \$37; B, \$45.50; C, \$55; D, \$65. Rates on the "model" form are: Ages 18 to 64—A, \$25; B, \$30; C, \$36; D, \$45. These rates are those quoted for the unit of \$5,000 principal sum or specific benefit and \$25 weekly indemnity. Both policies are issued only to men whose occupations classify as A, B, C or D.

The actual medical expense endorsement can be issued up to 100 percent additional at additional costs per \$100 under the four classifications: A, \$1; B, \$1.20; C, \$1.60; D, \$2. Not more than one "ideal" or "model" policy will be issued to an individual.

Michigan Field Club Has Outing, Grow Chief Speaker

DETROIT, July 2.—J. Alfred Grow, manager of the insurance department of Homer Warren & Co. and president of Homer Warren & Co. and president of the Detroit Association of Insurance Agents, was the guest of honor and speaker at a dinner in connection with the outing of the Casualty & Surety Field Club of Michigan at Oxley, Ont. John F. Horton, manager of the Aetna Casualty in Detroit and general chair-man of the outing committee, acted as toastmaster.

man of the outing committee, acted as toastmaster.

Arthur S. Cowlin, manager of the Detroit branch of the National Bureau, was chairman of the sports and entertainment committee. The climination tug of war was won by Pfalz, National Surety, and Carter, Constitution Indemnity; wheelbarrow race, by Borts, F. & D., and Jost, Aetna; ball-throwing centest, by Updike, Travelers; cigarette race, by Means, Hartford; three-legged race, by Bortz and Justena, Aetna, and four-footed race, by Kelly, Hartford.

Examiners of Three States Praise Union Indemnity

Statistical Department Is Called Excellent and Management Is Termed Conservative

Highly complimentary was the report of the convention examination by Louisiana, Connecticut and Mississippi of the Union Indemnity as of Dec. 31, 1929. Examination rules of the National Convention of Insurance Commissioners were followed.

Reserves for unpaid compensation and liability losses are declared to be "most adequate and in many instances maintained for a much longer period than necessary."

The examiners reported that the Union

The examiners reported that the Union Indemnity is "very liberal in its treatment of policyholders and does not resist payment without very good legal

Overestimates Liability

Furthermore the examiners' report states that the Union Indemnity overstates that the Union Indemnity over-estimates in the reserve for miscellane-ous lines its liability upon claims in nearly every kind of business, and the salvage received in the bonding busi-ness from claims settled in previous years offsets to a certain extent such claims as might be incurred at the end of a year, but of which the company has no knowledge until many months there-after.

An increase of \$31,965 is shown by examination over the total amount of claim reserve set up by the company:

Casualty Lines #1,563,738 #1,595,703 Liability 1,574,209 1,574,209 Compensation 1,221,317 1,221,317

Statistical Department O. K.

Tribute was paid the company's statistical department with the statement that "all figures compiled are double checked for accuracy as it is apparent to your examiners that the company is far ahead of many other large companies in the handling of its statistical details."

"The Union Indemnity Company,"

details."

"The Union Indemnity Company," according to the examiners' statement, "is in excellent' financial condition, with reserves, capital and surplus that guarantee the adequate protection of its policyholders. A consistent growth is being made in business and assets under the ableated experience. the able and conservative management which has remained practically un-

which has remained practically unchanged since the organization of the company."

The company's statement showed \$2,000,000 surplus besides a special contingent reserve of \$250,988.71. The experiment reserve of \$250,988.71. a special con-aminers show a surplus of \$2,005,533.59, which includes what has been set up as special contingent reserves.

Property Damage Caused to Vaults

Frequently there is considerable property damage where burglars attempt to get into vaults or fire and burglar proof safes and other depositories that are particularly guarded. The other day in Toledo, O., the combination on a safe was O., the combination on a safe was knocked off. It cost \$1,000 to get the safe back into condition. Naturally a policy covering robbery includes property damage as well as loss of money and securi-

Comb Manufacturer Liable for Hairdressing Injury

President Hal H. Smith of the Central West Casualty calls attention to the need for all-risk public liability policies illustrated by a case that has been decided in Massachusetts, which involved the manufacturer of and dealer in combs

volved the manufacturer of and dealer in combs.

The combs were made of pyroxaloid which is "practically the same as celluloid." The plaintiff entered a hair-dressing establishment and had her hair dressed by what is known as a "water wave." Several of these combs were used and the hair was dried by hot air from an electric dryer. The combs took fire and injured the plaintiff, who sued not only the manufacturer but also the dealer who had sold the combs to the hair-dressing establishment. The hair-dressing establishment was not found liable but the dealer and the manufacdressing establishment was not found liable but the dealer and the manufacturer were both held liable. The one had made and the other had sold an article that was inherently dangerous. The fact that the combs only caught fire when heat was applied to them was held not to take them out of the class of dangerous articles.

held not to take them out of the class of dangerous articles.

This is going a long way with the doctrine of responsibility for negligence and carrying it into a new field. This case illustrates the new risks that are coming up and about the tendency of the courts to extend the liability of manufacturers and employers. This case, like others of the same character, opens up a field for the sale of public liability coverage.

F. & C. Veteran Dies

Hedley R. Woodward, at one time a leader in the personal accident and health field and for several years vice-president of the Fidelity & Casualty, died at his home in Westfield, N. J., last week in his 72nd year.

The State Farm Mutual Automobile of Bloomington, Ill., has been licensed in Virginia.

Guest Given Verdict in Michigan Despite New Law

WILFUL MISCONDUCT HELD

Driver Has Only \$5,000 Policy to Satisfy \$15,000 Judgment-First Case Tried

HART, MICH., July 2.—While "guest passenger acts" undoubtedly serve to protect the companies from numerous suits in which collusion exists they do not eliminate the possibility of satisfactory judgments in instances when injured guests have meritorious cases, it was proved in this state during the past week when a jury in Oceana county returned a \$15,000 damage award to a guest passenger who offered sufficient proof that the owner-driver of the car precipitated the accident by wilful misconduct.

The case is believed to be the first arising in which a judgment has been given since effective date of the amendatory act exempting motorists from lia-

datory act exempting motorists from liability for injury to "guest passengers" except when gross negligence or wilful misconduct is shown. The 1929 legislature passed the law early in the session and it became a law in March.

Passenger Paralysed

The Oceana case had its inception May 27, 1920, when a car, driven by Elton Robbins, at that time of Muskegon, crashed into another machine on a heavily traveled trunkline highway. Gust Baker of Stronach was a passenger in Robbins' car. He sustained an injury to the spine which has brought about paralysis and total disability. Baker brought suit against Robbins, charging that he wilfully drove his machine too close to the car with which he collided. Robbins, it has been learned, had only a \$5,000 liability limit in his policy. in his policy.

Conway Keeps Up Record Until End; Levies Fines

Superintendent Albert Conway of the New York department maintained his reputation for law enforcement, even during his lame duck days. As a swan song he fined the Hudson Casualty, William G. Collins, an agent for the company, and Ludwig Hess, a broker, the charge being writing an automobile policy in violation of the company's filed manual of rates and rules. Mr. Conway retired July 1 to accept appointment as

manual of rates and rules. Mr. Conway retired July 1 to accept appointment as county judge.

The company was fined \$250, the agent \$100 and the broker \$25.

"This," Mr. Conway's statement read, "is another of the many cases where the superintendent has found it necessary to impose the penalties provided. the superintendent has found it necessary to impose the penalties provided in the law, in an endeavor to restore proper practices in the casualty field where such practices should of themselves require no enforcement, since they represent sound and reasonable business judgment."

The First National Underwriting Cor-

judgment."

The First National Underwriting Corporation of New York City, general agent there for the Equitable Casualty & Surety, has been fined \$2,500 by Superintendent Conway for violating law regarding premium charges. Department examiners recently went over underwriting practices of the Equitable C. & S., with the result that a fine was levied against the company. The \$2,500 fine against the agency was in line with New York law which holds that agents and brokers are equally guilty with the company when they participate in a transaction contrary to participate in a transaction contrary to rating laws.

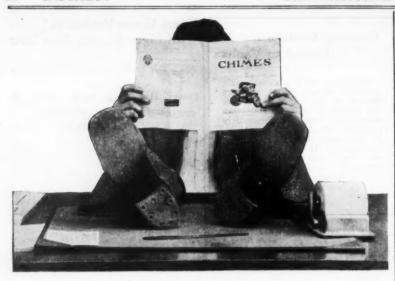
John B. Johnson, home office represen-tative of the Aetna Casualty's automo-bile department, has been visiting the Atlanta office

Digest of Court Decisions

Failure to state defect.-Where in an application for a policy of accident resture to state detect.—Where in an application for a policy of accident insurance the plaintiff answered no to the question as to impairment of sight, and the jury has found that he had answered truthfully under the evidence tending to show that he had at one time an injury to his eye, but that it was cured at the time of the application, held that the defense that the answer was incorrect and was a false representation affecting the validity of the policy, cannot be maintained.—Bridgeman vs. Pilot Life, Sup. Ct., N. C.

Vehicles. Definition of collision. A collision is the striking of two objects together or the striking of one against another, and one of the forces may be stationary. A fair interpretation of accidental collision is a collision in the ordinary sense which is produced by accident and there is no question in the instant case but that if there was a collision it was an accident. Palentine Insurance Co. vs. Buckeye Stages, Ct. of Appeals, 8th Dist. Ohio.

Landlord's Liability. The owner of real property leases the same in whatever condition it exists at the time of the lease and does not agree with the lessee to put the property in good repair, or to keep it in good repair, the lessee cannot recover from the owner damages for an injury sustained by the lessee, due to the defective condition of the property. Goodall vs. Deters, supreme court, Ohio.



Have you had your CHIMES this month?

Here is one (there may be more) of the 14,000 local agents who gets the CHIMES each month, who reads it with gusto! The CHIMES is published in the interest of the insurance business in the United States in general by the Universal Casualty Company, the Trinity Fire Insurance Company and by the





DALLAS, TEXAS EDWARD T. HARRISON PRESIDENT

CHANGES IN CASUALTY FIELD

New Appointments Announced in Western Department Office in Chicago-Entering More States

P. H. Shipner of Chicago, western manager of the General Casualty of Seattle, has appointed J. Johnson as head of the underwriting department. Mr. Johnson was formerly at the head office of the Continental Casualty. Vaughn Ray, who was formerly with the Phoenix Indemnity, has been appointed superintendent of claims. The company is now operating in Illinois, Indiana, Ohio and Missouri. Its license is to be granted in Iowa in a short time. It has applications pending in Wisconsin and Michigan. and Michigan.

Stumm With Commonwealth Casualty

Joseph F. Stumm has joined the Commonwealth Casualty as chief statistician. Mr. Stumm has for nine years been chief accountant-statistician and assistant to the treasurer and vice-president of the People's National Fire. Prior to that he filled the same position for two

GENERAL CASUALTY EXPANDS | years with the United Firemen's and for seven years was assistant statistician of the Indemnity of North America.

Gray Takes Philadelphia Post

W. S. Gray, formerly in charge of the Pittsburgh claim office of the United States Casualty, has been transferred to claim manager of the Philadelphia office, succeeding George L Burgy, recently resucceeding George L. Burgy, recently resigned.

H. B. Conner, assistant manager of the

claim department at Pittsburgh, succeeds Mr. Gray as manager there.

Bretz Goes to the Southern

H. H. Bretz, who has been Chicago casualty manager for the Public Indemnity, has gone to St. Louis to be chief underwriter of the Southern Surety. He was formerly assistant superintendent of the underwriting department for the Zurich at its head office.

Barrett Joins Iowa Mutual

M. J. Barrett, who has been south-eastern Iowa district manager for the Union Automobile Indemnity for the past 11 years, has joined the Iowa Mu-tual of DeWitt, Ia., as production man-

WORKMEN'S COMPENSATION

GRANT VIRGINIA RATE RAISE

General Advance 8.4 Percent, with 8.6 Percent on Coal Mines-Federation of Labor Charges Refuted

Increased workmen's compensation rates allowed by the Virginia state corporation commission last week as a result of more liberal benefits granted in amendments to the compensation act at the last session of the legislature became effective July 1. In general classifications, an advance of 8.4 percent requested by the companies was allowed, while an increase of 8.6 percent in coal mining classifications was granted. All classification changes and amendments filed by companies were allowed except the request for reclassification as to conthe request for reclassification as to contractors, watchmen, timekeepers and cleaners and the proposed change in the rules and regulations involving the experience rating plan as applying to stevedoring and other maritime risks. These were disallowed.

Simultaneous with the promularation

Simultaneous with the promulgation of the rate increase order, the industrial commission made public figures to refute claims of the Virginia Federation of Labor that Virginia's compensation rates are high in comparison with other states and that the insurance companies

states and that the insurance companies receive "a million a year more than they pay out in accident benefits."

In its report the industrial commission said: "Rate sheets covering Virginia, Georgia, Tennessee, Maryland, New York, Illinois, Indiana and Alabama show that only one of these states, Alabama, has a rate level as low as Virginia." Replying to the charge that the companies were collecting a million a year more in Virginia than they pay out, the report said: "The average earned premiums of the companies less losses incurred—that is, less amounts earned premiums of the companies less losses incurred—that is, less amounts paid out on account of accidents—was \$469,869 for the seven-year period, 1921 to 1927, inclusive, the latest period for which complete figures are available, and out of this amount had to be paid expenses, such as agents' commissions, claim adjustments, auditing, inspection, taxes and general expenses."

What Compensation Policy Covers

Question-Does a standard workmen's compensation policy cover the employer's liability in cases not under

the compensation act and if so what is

the limit of liability for such cases?

Answer—To answer generally, the standard workmen's compensation polstandard workmen's compensation policy covers both compensation and liability for unlimited amounts. This statement must be modified somewhat for different localities.

Form Self-Insurers Association

SAN FRANCISCO, July 2-In announc-SAN FRANCISCO, July 2—In announcing the organization of the California Self-Insurers Association with permanent offices in San Francisco, Will J. French, director of industrial relations for the industrial accident commission sees much good that can be rendered by the association to those who are injured while at work.

Wisconsin Commission's Report

MADISON, WIS., July 2.—Extra work-men's compensation was awarded in 538 cases in Wisconsin last year because of violation of safety orders of the Wisconsin industrial commission, according to a report of the commission. The extra compensation awarded amounted to \$39,369. Total compensation paid for the year was \$306,490.

The number of companies writing

writing The number of companies workmen's compensation coverage has increased from 28 in May, 1918, to 61 at the present time.

Compensation Beyond Date of Death

AUSTIN, TEX., July 2—In two cases the Texas supreme court held that work-men's compensation in full must be paid to heirs of persons who had sustained injuries and then died before the cominjuries and then died before the compensation was paid. In both cases decided the loss of an eye was the injury sustained. In Federal Surety vs. Pitts, et al., from Harris county, the heirs of a man who lost his eye in employment sued for the full 100 weeks compensation and won. Soon after the accident he was killed in a personal altercation. Precisely the same holding was made in Morris vs. Southern Surety from Bexar county. Morris lost an eye and shortly afterward died a natural death. In both cases the 100 weeks compensation is orases the 100 weeks compensation is ordered paid in full though the period ex-tends many weeks after the death of the insured.

Texas Hearing July 15

AUSTIN, TEX., July 2—A public hearing on proposed revisions in compensation rates has been set by the state insurance board for July 15.
Subjects enumerated include nonparticipating endorsement; uniform pol-

TAILORED CALLS



... for richer harvests

A tailor does not shape the man to fit the garment. He moulds the garment to fit the man. Nor do we outline an advertising program for our agent in Kankakee and expect that same program to fit snugly into the selling plans of our agent in Miami. Each presents its own individual problem . . . and each must be carefully analyzed.

Our analysis takes us into size and character of community, personality of inhabitants, reputation of agent... to our findings we fashion modern advertising... advertising that is graphic in dress, telegraphic in tone... advertising that ALWAYS features the agent, not the company.

THAT is tailored advertising . . . and each call made on the prospect—whether folder, letter or blotter—is a "tailored call" . . . a call which demands respect and attention because of its exact fitness for the job.

With this tailored advertising, Standard agents are reaping a richer harvest in premium dollars.

RA



STANDARD ACCIDENT INSURANCE COMPANY

DETROIT, MICHIGAN

One of the oldest and one of the largest Casualty and Bonding Companies in America



welcome inquiries from progressive agents

CENTRAL WEST CASUALTY CO.

CAPITAL \$1,000,000

HAL. H. SMITH, President

Detroit

Michigan



The Courage, Energy and Progressiveness of Youth guided by the knowledge and wisdom of age.

Beat that!

WRITE TO

FEDERAL SURETY COMPANY

"THAT YOUNG COMPANY"

W. L. TAYLOR

Home Office

icy modification, premium adjustment and payment; questions regarding basis of payroll, including tips, student em-ployes without pay and salesman on commission providing own equipment and suggested rate increases for em-ployes riding bicycles.

Handball Injury Compensable

LINCOLN, NEB., July 2—The state compensation commissioner holds that where the employment in which a man

is engaged requires him to keep in good physical condition, any accident received physical condition, any accident received while he is engaged in athletics is compensable. The Globe Indemnity was therefore required to pay Paul Lamb, assistant boys' work secretary, drawing \$50 a week from the Y. M. C. A., \$15 a week as long as his disability continues. He was injured while playing handball and the commissioner says his injuries were received in the course of his employment.

ACCIDENT AND HEALTH FIELD

NEW VICE-PRESIDENTS NAMED |

Three Regional Officials of Accident & Health Managers Association Announced

Three of the regional vice-presidents of the National Association of Accident & Health Managers, whom President J. P. Collins, agency supervisor of the National Casualty, was authorized at the recent convention to appoint, were named this week. They are Henry B. Fowler of Boston, state agent Columbian National Life, for the New England states; E. H. ("Count") Mueller of Madison, state agent for Wisconsin for the Southern Surety, Great Lakes states, and Armand Sommer, New York City, manager accident and health department Southern Surety, middle Atlantic states.

partment Southern Surety, middle Atlantic states.

Appointments for the southeastern, south central, southwestern, western and Pacific states will be announced shortly. The regional vice-presidents constitute the executive committee of the association.

DIES BEFORE POLICY ISSUED; BENEFICIARY CAN'T COLLECT

The Arkansas supreme court has absolved the Continental Casualty of liability to Charles A. Smith, Little Rock, under an alleged policy in which Smith

under an alleged policy in which Smith was named the beneficiary by his son, Sam A. Smith, who was killed before the policy was issued.

The son applied for insurance the morning of June 29, 1929, and gave the agent an order on a Missouri Pacific paymaster for the amount of the premium. Later in the day Smith was killed in a wreck. The father, ignorant of the fact that an application had been made, was unable to produce a policy or a receipt. Prior to the trial the soliciting agent died.

NONCANCELLABLE RESERVES ARE HEAVY IN NEW YORK

The effects of the New York requirements on reserves on non-cancellable accident and health business are shown in the annual statements of companies writing that class admitted to New York. The reserve requirements of New York are more stringent for non-cancellable business than any other state. For instance, the regular statement of the Massachusetts Accident shows net surplus \$250,000. Its non-cancellable reserves for unpaid accident shows net surplus \$250,000. Its non-cancellable reserves for unpaid accident and health noncancellable losses in its regular statement show \$267,074. In New York reserves under the same item are \$420,621. Additional non-cancellable reserves in the regular statement are put at \$454,023. In the New York statement this figure is \$751,519. This gives the company net surplus \$29,396.

OMAHA COMPANIES MOVE INTO NEW HOME AUG. 2

The Mutual Benefit Health & Accident and its companion company, the United Benefit Life of Omaha, will soon occupy their new quarters in the Faidley building, 16th and Douglas streets. This building was designed and

built especially for these companies and will give them approximately twice the floor space now used in their present location. The formal opening date has been tentatively set for Aug. 2.

The Mutual Benefit Health & Accident, of which Dr. C. C. Criss is treasurer and general manager, had a premium income last year of \$10,275,000, which was the largest premium income of any similar organization and third among all companies writing this class of business.

The United Benefit Life was formed four years ago as a running mate and its growth has been phenomenal. Innts growth has been phenomenal. Insurance in force is now about \$40,000.000, and production this year has been greater than \$2,500,000 a month. Miles Scheaffer, former insurance commissioner of Indiana, is secretary of the United Benefit.

Motorcycle Not Motor Driven Car

A motorcycle is not a "motor-driven car" or a "motor-car," in the "general or popular sense of that term, according to a decision of the Maryland court of appeals in the case of Ferdinand J. Landweher, Administrator, vs. Continental Life.

The deceased carried an accident policy which provided for benefits in case he was injured or came to his death

The Way to A Man's Affections

The reason for the high ratio lies in the fact that a man's stomach is a very personal affair. Having pleased it, the man is pleased, and is sold.

What's this got to do with you or us? Just this. There's a parallel,

The way to a man's general insurance lines is through his personal health and accident insurance. Many a hard nut has been cracked with this entering wedge. Of course, the policies, like the cooking, must please, and we have the policies that make (riends. See the point?

Confidence and friendship are built on personal

MAIL COUPON



We are interested	Ce., Bidg., Cinsinnati, Chie. in hearing what you have to general line of insurance.	9
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"by the wrecking or disablement of any private automobile, motor driven car, or horse drawn vehicle of the exclu-sively pleasure type in which the in-sured is riding or driving, or by being accidentally thrown from such wrecked or disabled automobile car or vehicle.'

Anesthetic Death Not Covered

Anesthetic Death Not Covered
The Texas supreme court has affirmed the trial court's judgment and reversed the appellate court in the case of International Travelers vs. Catherine Yates, from Kaufman county. Plaintiff's husband held an accident policy which provided that liability did not lie if death should occur "from disease or medical or surgical treatment therefor." Deceased had an operation for an abscessed tonsil and died from the gas anesthesia. The court held that the anesthetic was part of the medical or surgical treatment and therefore death resulting therefrom came within the exception and the company was not liable.

Combs Heads Portland Club

PORTLAND, ORE., July 2—At the June meeting of Portland Accident & Health Managers Club, A. B. Combs, National Life, U. S. A., was elected president; R. L. Aldrich, Massachusetts Bonding, vice-president, and S. P. Pierce, Continental Casualty, secretary-treas-

Collins Speaks in Pittsburgh

John P. Collins, agency supervisor of the National Casualty and president of the National Association of Accident & Health Managers, addressed the mem-bers of the Pittsburgh Accident & Health Managers Club, July 1, on "The Alms and Ideals of the National Association."

SURETY NEWS

CHICAGO SURETY MEN PLAY

Twenty Companies Represented in Field Day Outing at Cog Hills Golf Club

Golf Club

The Chicago Surety Underwriters Association had its golf tournament at the Cog Hill Country Club.
Some twenty companies were represented. The following were the prize winners: Robert Griffith, Eagle Indemnity, and R. E. Hall, Columbia Casualty, low gross and low net, while the runners up were Don Donahue, Royal Indemnity; Jack Hedgcock, late of the Alliance, and Tim Dunne of the United States Casualty. Blind bogey went to R. E. Stitt, National Surety. Runners up in the blind bogey were R. F. Munsell, Ocean; Louis Knapp, Great American, James Henry of the Maryland Casualty. Other prize winners were Ed. O'Donnell, Indemnity Insurance Co. of North America; John Woodmansee, American Bonding; Joe Hartman, Eagle Indemnity; Frank McVicar of the Hartford, Joe Finch, National Surety, Marvin Blake of the L. & L., George Foy of the Central West and Tom Cunningham of the Globe.

The next outing is to be a joint annual tournament between the Milwaukee and Chicago surety associations at the Ozaukee County Club, in the Milwaukee district, tentatively set for July 18.

RENAME PORTER TO HEAD CONFERENCE IN CALIFORNIA

Edwin C. Porter, northern California branch manager of the U. S. F. & G., has been reelected president of the Northern California Fidelity & Surety Acquisition Cost Conference, as were S. L. Webster, Maryland Casualty, vice-president, and A. Douglas Mennie, Royal Indemnity, secretary-treasurer.

Elected to the executive committee were Earl A. Davis, Pacific Indemnity; Fred J. Crisp, Century Indemnity; H. G. Sheehy, Standard Accident; Harry C. Miller, Indemnity of North America,

and Charles A. Prevost, Associated Indemnity.

demnity.

It was stated that the conference is functioning satisfactorily, apparently with all members abiding by the decisions of the arbitrator, Edwin O. Edgerton, and the rules of the conference, which became effective June 1. A similar organization for southern California is being discussed.

Company Loses Bank Bond Appeal

ASHEVILLE, N. C., July 2.—The American Surety lost its case in the United States circuit court of appeals here on the \$10,000 bond of James E.

Brandon, cashier of the First National Bank of New Cumberland, W. Va.

The bank sustained a loss of more than \$90,000. The court of appeals upheld the finding of the lower court against the company.

Suit Time Limit Set Aside

LINCOLN, NEB., July 2.—The Ne-braska supreme court has ordered a mandate issued commanding the Auto Underwriters of Des Moines to pay Claude Leach of Omaha the \$3,000 that he was compelled to hand over to a person whom he injured accidentally by his automobile, liability insurance on which was carried in the Des Moines

reciprocal. It refused to defend the suit on technical grounds and when sued by Leach set up as a defense that the policy fixed a time limit for suits that Leach had disregarded. The Nebraska court held that the limitation of the statutes governed and that it was against public policy to permit an insurance company to insert a shorter period.

Casualty Notes

The Lion Fire of New York has been admitted to Nebraska.

Fred G. Boyce, vice-president of the Mercantile Trust Company of Baltimore, has been elected a director of the Fidel-ity & Guaranty Fire.

Another Piece of Business for the JUNK MAN

HE subject of this photograph was once a sturdy safe. Now it's just another piece of business for the junk man. Its owner thought it was burglar proof. And it was. But it wasn't proof against a strong charge of nitroglycerin.

The explosion that wrecked the safe also damaged a lot of the owner's other property, his total loss, including the stolen cash, being in the neighborhood of \$1500. And he didn't have a nickel's worth of insurance.

A SAFE is like an egg-. you've got to break it to find out what's inside. Perhaps your prospect will say: "Oh, I keep nothing but books in my safe." Ask him how the burglar is going to know that. Then, tell him that a Mercantile Safe Burglary policy will not only cover the loss of cash, merchandise and securities from within his safe, but will also pay for the new safe when the yeggs get through finding out what's in the old one, as well as for any other damage they may do to his property.



FIDELITY AND DEPOSIT COMPANY OF MARYLAND

Baltimore

Fidelity and Surety Bonds · Burglary and Plate Glass Insurance

WITH BURGLARY UNDERWRITERS

INTERESTING ROBBERY ISSUE

Question Injected Into a Claim for Loss in a Hotel Involving Assured's Own Premises

An interesting issue has arisen in an action brought by Tebel Kaleko and others in New York City supreme court arising out of a robbery which the assured declares occurred at the Hotel Tuller in Detroit when it is claimed that the performance of the performanc Tuller in Detroit when it is claimed that jewelry amounting to \$30,000 was taken from him. The policy covered the assured's custodian while "outside the premises" to the extent of \$50,000 and specifically provides that no risk is covered while "inside the premises."

The company claims that the assured was not the sole occupant of the portion or of the premises 93 Nassau street, New York City, where he had his place of business. It is pointed out that there were other occupants and

that there were other occupants and they had access to the premises. The they had access to the premises. The contention is that many persons not in the employ of the assured nor under his control were allowed to be and remain in the premises. This situation, the company contends, was without its knowledge or consent. Therefore the company declares that the conditions were materially and substantially changed. The moral hazard and insurable risk were moral hazard and insurable risk were greatly increased. The conditions and warranties of the policy were broken and violated. Therefore the contention is that the policy became void and no recovery can be made on it. Justice Lydon directed the company to point out in advance of the trial in what respect it claims the conditions and circumstances of the risk were materially and substantially changed and the moral hazard and insurable risk greatly inand insurable risk greatly in-Counsel for the assured con-

tends that where a policy covers against robbery occurring only "outside the premises" and specifically does not cover "inside the premises" defense that other than sole occupancy of premises in New York City and presence of other business and other persons in such premises is not available to the com-pany against claim for a robbery loss

CHANGE BANK ROBBERY RATES

Reductions Granted Large Cities in 30 States-Scale for Smaller Towns Is Raised Considerably

Bank robbery rates in cities of 100,000 population or more have been considerably reduced in 30 states by the National Bureau of Casualty & Surety Underwriters, and greatly increased in lower classifications. The new schedule is: In towns with 5,000 population or is: In towns with 5,000 population or less, raised from \$1.50 to \$5; towns of 5,000 to 25,000 population, \$4, and towns over 25,000 population, \$3. In cities the rate has been dropped from \$1.50 to \$1. The states in which the new scale is effective are: Alabama, Arizona, Arkansas, California, Colorado, Idaho, Illinois, Indiana, Iowa, Kansas, Louisiana, Michigan, Minnesota, Missispip, Missouri, Montana, Nebraska, Nevada, New Mexico, North Dakota, Ohio, Oklahoma, Oregon, South Dakota, Tennessee, Texas, Utah, Washington, Wisconsin and Wyoming. The changes affect all new and renewal policies effective on and after June 18, except in Washingnew and renewal policies effective on and after June 18, except in Washing-

A new rule has been substituted for paragraph 6 on page B9 of the burglary manual, eliminating the surcharge on bank burglary insurance in towns of

Rates in other states remain changed, as follows: Less than 1,000 population, \$1.20 per \$1,000; over 1,000 population, \$1 per \$1,000, which rates are not subject to surcharge.

The advance in smaller cities and towns is said to be due to increased has put some business on the books.

less than 1,000 population. The guide of population is that included in the manrates.

American Industrial Office

The American Industrial, accident and health company of Springfield, Ill., has opened an office in Room A-2109 Insurance Exchange, Chicago, and already

NEWS OF THE COMPANIES

AMERICAN MUTUAL

New Company Is Organized at Nashville with Experienced Men in Charge

The American Mutual was incorporated under the laws of Tennessee May 27, 1930, and has now been licensed by its department. It delivered its first policy to Governor Horton of Ten-

Its officers and incorporators are all widely known and successful business and professional men. The company has some extensive plans for building an insurance business throughout the south. The company is engaging only in commercial health and accident business at present, but expects to write life insurance as well at a later date.

Officers are: President, E. G. Sharp, successful and well known banker, for-

successful and well known banker, formerly of Rogers, Ark.; vice-president of the Southern Insurance Company and formerly head of the National Old Line at Little Rock, Ark.; secretary, George L. Hicks, recently secretary and treasurer of the Dixie Life & Accident and formerly treasurer of the Life & Casualty of Nashville; treasurer, Herbert Fox, vice-president of the American National Bank, Nashville; counsel,

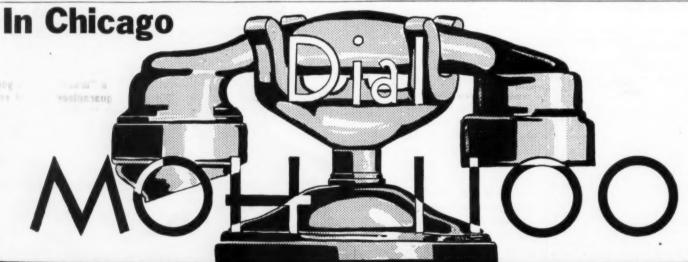
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Judge Albert Williams, prominent Nashville attorney; actuary, James H. Washburn, formerly actuary for the Metropolitan Life; medical directors, Dr.
Chas. Brower and Dr. J. B. Hibbitts, Jr.
Directors are P. A. Sullivan of Old
Hickory, Tenn.; W. Dudley Gale, Jr.,
Judge Albert Williams, Herbert Fox,
Dr. J. B. Hibbitts, Jr., Dr. Chas.
Brower, Geo. L. Hicks, Russell E.
Sharp and E. G. Sharp of Nashville.

Central Surety

The Central Surety of Kansas City started its fifth year in business July 1. The company has been laying plans to make July an "anniversary month" and a national campaign was started Tuesday. Dennis Hudson, president, in a statement as to the growth of the company, said that July 1, 1926, the company had capital of \$300,000. Today it has \$1,000,000. In 1926 its surplus amounted to \$300,000 and now is \$1,51,000. Assets have grown from \$815.

BOSTON, July 2—Judge Pierce of the Massachusetts supreme court has ordered the payment to creditors of the defunct Independent Taxicab Owners Mutual of a final dividend of ½ of 1 percent. The creditors had claims al-



for unfailing plate glass replacement service.

Prompt replacements keep plate glass insurance sold. If it's a question of prompt glass replacement or loss of your client's business remember the two hour service which is not unusual with this company which is foremost in the Chicago plate glass replacement field.

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MADISON, WIS., July 2.—A ruling by the attorney general's department will make possible immediate organization of the Workmen's Mutual of Milwaukee. Chief sponsors of the new company are Herman L. Ekern, former attorney general, and Olaf Johnson, former commissions of insurance. sioner of insurance.

Commissioner Freedy sought to block formation of the company on the ground that premiums on less than 200 policies had been paid in, although the new company has on deposit \$4,000 to

gregate. They have received to date 76.42 percent.

Ruling Favors Workmen's Mutual MADISON, WIS., July 2.—A ruling by the attorney general's department will make possible immediate organization of the Workmen's Mutual of Milwaukee. applicants personally."

Casualty Company Notes

The Zurich General has been licensed Arkansas.

The Home Indemnity has been licensed in California.

The Business Men's Assurance cele-brated its 21st birthday July 1.

CASUALTY PERSONALS

George Tramel, Chicago branch manager of the Aetna Life and affiliated companies, celebrated his birthday June 26. Bouquets from his office force testified to their esteem.

Three members of the San Francisco staff of the Fidelity & Casualty have been presented with "old guard" medallions accompanied by a letter of commendation and appreciation from Ernest Sturm, chairman of the board. Charles J. Bosworth, with a record of 42 years' service, heads the list, followed by Channing B. Cornell, 38 years, and Charles B. Ege, 30 years.

Wade Fetzer, president W. A. Alexander & Co. of Chicago and president of the Fidelity & Casualty, arrived at Munich, Germany, last week. He is spending a few weeks abroad and then will return, going to his summer home at Glen Lake, Mich., where he will remain the rest of the season. Mr. Fetzer suffered a nervous breakdown but is now on the mend. He will stay away from work until fall. now on the mend. H

Frank E. O'Brien, who is stationed at the head office of the Fidelity & Casualty, is visiting some of the large agencies preparing for educational campaigns along production lines. Mr. O'Brien is studying sales possibilities and the method of practical use. He was formerly connected with the Travelers in Philadelphia. He is a brother of M. J. O'Brien, Philadelphia manager of the Fidelity & Casualty.

Susan, the 5-year-old daughter of W. A. Smith, Atlanta branch manager of the United States Fidelity & Guaranty, died last week. She had been ill for only three days.

E. R. Kirk of the U. S. F. & G. died last week in Atlanta after an illness of several months. Mr. Kirk had been with the company more than 25 years and was the southern representative for the guaranteed attorneys' list published by U. S. F. & G.

Funeral services were held Monday for L. A. Weil, 66, general agent for the Great American Indemnity in St. Louis. He died June 27 from a complication of diseases induced by bronchial

C. A. Bonner, manager of the western branch of the Aetna Life and affiliated companies at San Francisco, was ten-

dered a surprise on his first anniversary as manager of this branch, when bro-kers and employes of his office presented him with an engraved sheepskin ex-pressing their appreciation and loyalty. When he returned from luncheon on that day he found his office banked with flowers, a further token from brokers and company employes.

C. W. French, vice-president of the Seaboard Surety in executive charge of the Chicago branch office, has just returned from an extensive organization trip on which he visited the home office in the east and also made a swing through the central west.

John J. Cary and Bartholomew Mine-han, with the Milwaukee office of the Fidelity & Casualty for 28 and 29 years respectively, have been awarded "long service" gold watch fobs, the official decoration of the "old guard" of the

Heber H. Stryker, president of the First Reinsurance of Hartford, who died suddenly in his office last Saturday, was one of the best known reinsurance authorities in the country relating to casualty and surety lines. Mr. Stryker was a native of Baltimore, having been born there in 1872. At the recent reunion of alumni of the American Bonding he was one of the most prominent participants. He joined that company in 1904 and later was vice-president. He began his insurance career with the Fidelity & Deposit in 1898. He was president of the Surety Association of America, in 1911, having assisted in organizing it, resigning in August, 1912, to become vice-president and secretary of the First Reinsurance of Hartford. In 1918 he was elected president of the company. He was a prominent figure at casualty and surety conventions and had a wide acquaintance among company officials. Mr. Stryker was in his office Saturday forenoon and apparently in good health. After his collapse he died in 20 minutes.

A. K. Layden, manager of the burglary and plate glass department at the head office of the Zurich in Chicago, was married last week to Miss Elizabeth Charlesworth of Cleveland. The ceremony was held in Chicago.

The most successful A. & H. agents throughout the country have contributed to the contents of The Accident and Health Bulletins. Write The National Underwriter. 420 East 4th street, Cincinnati, O., for further information.

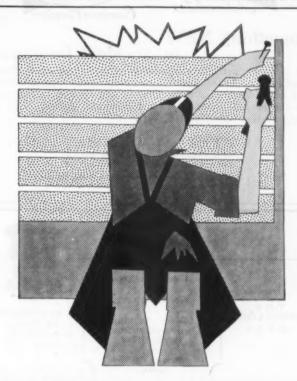
Casualty Special Agent Wanted

The Employers' Liability Assurance Corporation desires an experienced special agent to travel the State of Ohio. State age, experience and salary. All communications confidential. Address 1804 First National Bank Building, Cincinnati, Ohio.

USINESS doesn't pass by ZURICH Agents because they are stopping the show with a modern advertising campaign that's in tune with the times.

ZURICH GENERAL ACCIDENT & LIABILITY INS. CO., LTD.

ZURICH FIRE INS. CO OF NEW YORK

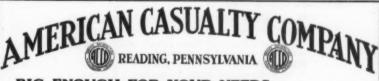


BROKEN GLASS BOARDED UP WHILE BUSINESS PASSES BY

Even your best customers "won't tell you" that your window display is the big reason why they step inside and buy. You are bound to lose money when it is boarded up after a "break" unless you have Plate Glass insurance. Our Policy guarantees prompt replacement and it will save you a lot of time, trouble and expense.

We'll Have The ZURICH PROTECT YOU

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BIG ENOUGH FOR YOUR NEEDS **BUT NOT OVERGROWN**

Inquire about our excellent agency proposition

Incorporated 1902

Assets \$3,791,807.40



44 M ARINE INSURANCE," by W. D. Winter, second vice-president United Mutual gives principles and practices of marine insurance. Price 34 sold by The National Underwriter.

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VINZER & CO. CERTIFIED PUBLIC ACCOUNTANTS

Specializing in INSURANCE ACCOUNTING

29 S. La Salle Street CHICAGO



Something NEW In Accident Insurance!

Be a pioneer with this new Double-Triple Indemnity Accident Policy. Less sales-resistance due to its unusual benefits and features. "Pays Double and Triple." Increase your earnings by selling this remarkable policy. The truly a great opportunity. Write TODAY for details.

GENERAL ACCIDENT FIRE AND LIFE ASSURANCE CORPORATION, LTD.

Frederick Richardson, United States Manager 4th & Walnut Streets Philadelphia, Pa.

T-H-E COMBINATION I-D-E-A-L

Liberal policies Good territory

Agency—Building to-Operation from Home Office

Efficient Claims Service

SUCCESSPUL NATIONAL AGENCIES

Are you making PROGRESS? If not, are you willing to spend TWO CENTS to learn WHY National Casualty salesmen forge ahead continually?

We have a full line of Commercial, Industrial, Group

and Deferred Payment Accident and Health policies. A connection with this company will be the TURNING POINT IN YOUR LIFE.

NATIONAL CASUALTY COMPANY

Detroit, Michigan

W. G. Curtis, President

Seaboard announces

We believe our facilities to be highly beneficial to surety bond producers:

- 1. In taking care of those clients which they now have and which are entitled to a preferential rate.
- 2. Enabling a producer to approach a prospective client who is entitled to a preferential rate, soliciting not only the bond business of such client, but collateral lines.

Seaboard Surety Company E. D. Livingston, President

Head Office: 80 John Street, New York

Western Executive Office: 175 W. Jackson Blvd., Chicago

Preferred Surety Risks at Preferential Rates

Re-Insurance **Excess Re-Insurance** Catastrophe Hazard

DEE A. STOKER

2111 Daily News Bldg. CHICAGO

All Lines but Stressing Excess Fire Reinsurance General Classifications

Eastern States Activities

(CONTINUED FROM PAGE 20)

vice president; Paul E. Keedy, secretary-treasurer, and F. Addison Fowler, as-sistant secretary. The outing was in charge of the house

and entertainment committee of which Mr. Donaldson was chairman.

J. W. Hemingway Dies

Funeral services were held Monday for James Woodward Hemingway, 60, prominent local agent of New Haven, Conn., and special agent of the Boston and Old Colony and Camden Fire, who died after a heart attack suffered during recuperation from an appendectomy.

Langdon Gets U. S. Post

PROVIDENCE, R. I., July 2.—
Chauncy T. Langdon, in the insurance business for himself in this city, has successfully passed the United States civil service examination and has received an appointment as assistant trade commissioner. He assumed his new duties July 1 and expects to be sent either to Colombia or Buenos Aires.

Baltimore Agent Dies

Baltimore Agent Dies
BALTIMORE, July 2.—Ernest Katzenberger, junior partner of the general insurance firm of J. H. Katzenberger & Sons, died at his home here last week at the age of 49, after a lingering illness. Mr. Katzenberger had been a member of the firm for about 26 years. It was originally formed by his father nearly 75 years ago. His brother, Louis A. Katzenberger, will carry on the business under the same name.

Canadian Field Happenings

SUPERINTENDENTS' PROGRAM

Canadian Supervising Officials Will Hold Annual Meeting at Edmonton Aug. 25-27

TORONTO, July 2.—The program for the annual conference of the Asso-ciation of Superintendents of Insurance ciation of Superintendents of Insurance of the Provinces of Canada, to be held in Edmonton, Aug. 25-27, has been issued. The first day will be devoted to addresses of welcome, reply by B. A. Dugal, Quebec; president's address, H. G. Garrett, British Columbia; annual report of secretary, T. Leighton Foster, Ontario; introduction of resolutions, and presenting reports of committees.

Three reports affecting fire and cas-

Three reports affecting fire and cas-ualty insurance are expected to be of especial interest:

Automobile Insurance Legislation.
Consideration of amendments to uniform provincial insurance legislation re-

specting contracts of automobile insur-ance, consequent upon enactment of amendments to motor vehicles laws (so-called safety responsibility legislation) by Ontario and Manitoba.

Consideration of rights of third-party

claimants against insurers.

Presentation of forms of modified written application for garage and sales agency policies promulgated by associations.

Review of proceedings before Ontario automobile insurance rates inquiry commission

Presented by Messrs. Foster and Heath (Ontario and Manitoba). The Credit Evil and Free Insur-

ance. Report by special committee appointed at 1929 conference to investigate and

ed at 1929 conference to investigate and report.

Presented by Messrs. Heath and Dugal (Manitoba and Quebec).

3. Fire Insurance Legislation.
General review of provincial fire legislation with particular reference to newly enacted Nova Scotia fire insurance legislation.

Presented by Messrs. Fisher and Brace (Saskatchewan and Alberta).

Honor Retiring Members

Five members who are retiring from active service were honored by the Canadian Fire Underwriters Association at nadian Fire Underwriters Association at a banquet in Ottawa. The retiring members are J. G. Borthwick, Caledonian; W. B. Colley, British Law; T. F. Dobbin, British General, all of Montreal; Alfred Wright, London & Lancashire, and Lyman Root, Sun, Toronto.

The toast to the guests was proposed by J. A. Robertson, secretary of the association, Toronto. Cecil Bethune, permanent chairman of the association, Ottawa, proposed the toast to the fire

Ottawa, proposed the toast to the fire insurance business.

insurance business.

The retiring members spoke briefly, outlining the service performed by the C F. U. A. with special reference to fire prevention work by the investigation and loss information bureau. Acquisition cost was touched upon and the result of many companies entering the Canadian fire insurance field. Colin E. Sword of the British Traders, Toronto, presided at the banquet.

Montreal Institute Elects

MONTREAL, July 2.—The following officers have been eleced by the Insurance Institute of Montreal: President, William Lowrie; vice-presidents, R. J. McCormick and J. D. Cherry; treasurer, Frank Dufty; secretary, F. T. Gunning.

F. T. Bryers Retires

WINNIPEG, July 2.—F. T. Bryers, who has been with the British America for 20 years, the past 18 as manager at Winnipeg, has reached retiring age and for 20 years, the past 18 as manager at Winnipeg, has reached retiring age and requested to be relieved of active duties. His successor is C. E. Chandler, who has been with the company for 23 years, recently as superintendent of agencies at Toronto. Mr Bryers will remain at his post until the autumn.

Two claims paid every working minute

A minute passes almost before you can count one hundred—yet within that time the Washington Fidelity National pays, on an average, two

This is at the rate of 125 claims every working hour, or 1000 claims every eight hour day. Because so many claims are handled every day, a smooth functioning claim department has been perfected that insures almost unbelievable rapid and satisfactory service to the clients of our agents.

It goes without saying that all these claims are paid promptly. This company has always had that reputation. Our method of handling claims has been one of the reasons why our representatives have been so

It is still possible for you to make 1930 your best Life, Accident and Health Year if you inquire about an agency connection now.

WASHINGTON FIDELITY NATIONAL

INSURANCE COMPANY

H. R. KENDALL

1607 Howard Street, Chicago

G. R. KENDALL President

REINSURANCE

VIIM

ITS PURPOSE: REDUCTION OF PEAKS OF RISKS, TO A DESIRED AVERAGE LEVEL

DONE AUTOMATICALLY, FOR CASUALTY COMPANIES, THROUGH TREATIES WITH

EMPLOYERS
REINSURANCE
CORPORATION
KANSAS CITY



Favored by many property owners because of its Good Name

NEWARK

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